

AMERICAN NURSERYMAN

The Nurseryman's Forte: To Make America More Beautiful and Fruitful

JUNE 15, 1951



Franklinia Alatomaha

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The Nurseryman's Forte: To Make America More Beautiful and Fruitful

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JUNE 15, 1951

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of the

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JULY 15, 1951

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Chicago 4, Illinois

AMERICAN NURSERYMAN

F. R. KILNER, *Editor and Publisher*

Joan L. Kilner, *Assistant Editor*

Editorial

SEPARATING AMATEURS.

For a long time wholesale nurserymen have faced a problem in the orders received from persons who obtained a state certificate of inspection and consequently asserted they were entitled to wholesale prices. The size of their orders, more often than not, indicated they were actually retail in nature. Since state laws require that anyone offering nursery stock for sale, no matter in how small a quantity, must first have the plants inspected, the state lists of inspected nurseries include a large number of persons not deriving their livelihood from the nursery business.

Recently the plant pest law of the state of Kansas was amended so that in that state a person doing less than \$100 worth of business in nursery stock annually will receive what is termed a "limited certificate." In the annual listing of inspected nurseries, the persons receiving limited certificates will be so indicated.

And, so far as that state is concerned, wholesale growers will be able to differentiate between holders of inspection certificates who are entitled to wholesale prices and those who are not. The plan offers a possible solution for part of the problem.

Equally important is the dealers' certificate obtainable in most states by almost anybody who applies for it and pays the fee of \$1 or so. The references attached to the application are seldom looked up, and the issuance of such certificates has lost all meaning so far as the trade is concerned. Restrictions or qualifications on dealers' certificates would add to the solution of the wholesalers' problem.

FOOTSTEPS COST MONEY.

In most operations in the nursery, the employee must go to his work; it cannot be brought to him, as are the parts in a manufacturing or assembling line. The time and money spent by numerous employees in going to and fro and hither and yon in the nursery have appalled many owners already, and they are taking every opportunity to reduce it.

The Mirror of the Trade

In some instances this is done by more careful routing of work. Splitting the crews into smaller groups is occasionally helpful. Digging stock in bulk rather than for individual orders has been found effective. Use of trailer carts or trucks that can be left in the field to be filled saves the time of truck and driver in many trips back and forth, as well as periods of waiting.

Annunciator systems and telephone extensions have been useful in saving the time of owner and foremen to receive calls and to give instructions. Other signaling devices have been used in various ways.

Industrial engineers have figured out how much it costs to walk on the job. One 30-inch pace requires .042 minute. Hence, for an employee who is paid \$35 a week the labor cost of 10 paces, or twenty-five feet, is 0.6 cent; an employee paid \$60, 1 cent, and one paid \$80, 1.4 cents. Stated a little differently, the \$35 employee costs the employer 1 cent when he walks forty-two feet; the \$60 employee, twenty-five feet, and the \$80 employee, eighteen feet.

If one knows the distance from nursery office to storage house, packing shed or garage, he can readily see that frequent trips through the day can cause a sizable expenditure in the course of a week. Translating the cost of walking into dollars and cents may enable employers to compute how much they can afford to spend on equipment to effect economies in footwork.

FOLLOW DIRECTIONS.

Most insecticides and fungicides on the market today can be used safely if they are used properly, but serious consequences may result from using some of them carelessly.

Some, such as Parathion and ethylene dibromide, are more poisonous than others to human beings and animals, and extraordinary care should be exercised in using them. There are many preparations, however, that are effective in controlling pests and are also harmful in varying degrees to human beings, and for this reason anyone who uses an insecticide or fungicide should follow directions of the manufacturer and exercise care in using it.

There are several ways in which pesticides, depending on the material

used, can cause trouble for the human body—some by ingestion, some by inhaling and others by absorption through the skin. Therefore, it is highly important for one who is using one of these chemical preparations for controlling insects or diseases to know all about the product he is using and precautions he should take to protect himself from it.

Some materials used for control of insects on plants or in buildings will injure livestock and definitely should not be used on animals. For example, DDT dust will control fleas on dogs, but DDT in oil may kill both fleas and dog.

Dangers involved in the use of pesticides and precautions that will protect one from such dangers have been determined through long and painstaking tests and investigations by scientists of manufacturing concerns and federal and state agencies. This research has been done so that plant growers can use the materials for pest control and at the same time protect themselves from injury.

Thus, when the label on an insecticide warns of danger and advises specific precautions, such as wearing a mask or gloves, the wise thing for the user to do is to heed the warning and follow the advice closely. He may get into trouble if he does not.

A good policy for everyone who uses a pesticide to follow is to read the label on the package carefully and then use it according to directions. If he does this, he will obtain maximum results and also avoid injury or illness to himself and possibly others.

REAPPOINTED ADVISER.

Reappointment as chairman of the trade association department advisory committee of the Chamber of Commerce of the United States has been accepted by Richard P. White, executive secretary of the American Association of Nurserymen, Washington, D. C. This committee outlines in an over-all manner the activities of the trade association department.

At the annual meeting of the Chamber of Commerce of the United States last month a policy statement on trade associations was adopted which urged American businessmen to support and participate in the work of their respective trade and industrial organizations.

Thirtieth Florida Convention

The Florida State Florists' Association is composed of separate florists', nurserymen's and greenkeepers' groups which join in annual convention, this year from May 20 to 22 at the Tampa Terrace hotel, Tampa. Though the meeting did not open formally until Monday morning, the registration desk opened Sunday noon, and by the end of the convention nearly 450 persons had registered. Of these about 310 were florists, 100 nurserymen, twenty-four greenkeepers, ten allied members and four fern growers. Monday and Tuesday mornings nurserymen and florists met in general session, with separate meetings in the afternoons.

Election Results.

Elected president of the Florida State Florists' Association was Charles W. Coffey, Jr., Coffey's Flower Shop, West Palm Beach, and vice-president at large, Jesse Johnson, Seminole Nursery, Largo. The new president of the nurserymen's association serves as vice-president for the nurserymen's group.

At the election of the Florida Nurserymen's Association, David Stabler, Winter Haven Nurseries, Inc., Winter Haven, was advanced from vice-president to president, and Ed Brown, Goochland Nursery, Pembroke, was elected vice-president. Alan Dudley, Aldot Farms, Apopka, is secretary-treasurer. Calvin Kinsman, Miami, was named chairman of the fall trade meeting.

Opening General Session.

The thirtieth annual convention of the Florida State Florists' Association was opened Monday morning, May 21, with the singing of "America," by the combined assembly of florists and nurserymen. The invocation was said by the Reverend Meredith, of the Hyde Park Baptist church, Tampa, and a welcome message was given by Mayor Hixon of Tampa. A basket of red roses was presented to each by the convention chairman, William Nipper, Nipper & Tinman, Tampa. The introduction of guests was made by the vice-president at large, C. W. Coffey, Jr., and then madam president, Mrs. Bruce Powell, of Powell's Old Mill, Miami, took charge of the meeting.

The report of the secretary was given by John Florence, Daetwyler Nurseries, Orlando, and he also gave the treasurer's report in the absence of the treasurer, Ralph D. Thomas.

The total membership of the organization is 612. In the treasury is a balance on hand of \$1,215.84 and two \$500 war bonds.

M. J. Daetwyler, Daetwyler Nurseries, Orlando, reported on the nurserymen's annual trade meeting, held in October at Orlando. Ninety-four new members were taken into the organization through this meeting, which has proved a success each year. There has been difficulty in coordinating the dates so as not to conflict with the annual meeting of the Southeastern Florists' Association; so Mr. Daetwyler suggested that this year the trade meeting be held in conjunction with the Southeastern meeting at Jacksonville, and it was later so decided.

E. Tinsley Halter, of the Island Landscape Co., West Palm Beach, reported on the nurserymen's group, in his capacity as vice-president. He stated that the Florida state agricultural council had been reactivated to assist in national defense and that he was representing the nurserymen on it. The Florida state chamber of commerce has also reactivated its beautification committee, and the nurserymen look forward to action in this regard, with a program to include highway, park and home beautification. Since the nurserymen and florists have no committee to watch for undesirable legislation that might come up at the state cap-

itol, Mr. Halter suggested that a committee might be appointed for this purpose. His suggestion was followed, and the committee members are Ed Fraser, Southern States Nurseries, Macclenny; Jack Holmes, Holmes Nursery, Tampa, and Mr. Halter.

The next report was on the American Hibiscus Society by one of its directors, Jack O. Holmes, Holmes Nursery, Tampa. A report of the society's meeting appears on the following page.

Nurserymen's First Session.

At the first session of the Florida Nurserymen's Association, the afternoon of May 21, in the Caribbean room of the Tampa Terrace hotel, president E. Tinsley Halter, of the Island Landscape Co., West Palm Beach, presided. The treasurer, Alan Dudley, of Aldot Farms, Apopka, reported a total paid membership of 228, a bank balance of \$158.41 and accounts receivable of \$32.21.

State-wide Beautification.

Representing the Florida state chamber of commerce, Jacksonville, Clyde J. Baser, of Largo, reported on the state-wide beautification conference sponsored by the beautification committee of the state chamber of commerce held at Orlando in March. At this meeting E. Tinsley Halter, representing the Florida Nurserymen's Association, suggested



Officers of Florida Nurserymen's Association, left to right: David Stabler, president; E. Tinsley Halter, retiring president, and Ed Brown, vice-president.

that consideration be given to beautification of the state as seen from the air as well as from the roads, and said that nurserymen would be glad to serve on or help local committees.

As its president, George W. Pringle, Florida Nursery & Landscape Co., Leesburg, represented the Florida chapter of the American Association of Nurserymen and described the "Plant America" program which the A. A. N. is sponsoring and which is now being carried on in about twenty-two states. He pointed out that it might be preferable to see planting done on a relatively small scale and maintenance carried on, on a large scale, for many plantings done in such beautification programs wither and die for lack of care, and the beautification programs then likewise die. He emphasized the value of using native plants. Other nurserymen who attended the conference were Alan Dudley, secretary-treasurer of the nurserymen's association, and Fred Mahan, Monticello Nursery Co., Monticello.

Other Activities.

David Stabler, Winter Haven Nurseries, Inc., Winter Haven, vice-president of the Florida Nurserymen's Association, attended a meeting of the Florida agricultural coun-

[Continued on page 54.]

FLORIDA A. A. N. CHAPTER.

Thirty-four persons attended a 2-hour luncheon meeting of the Florida chapter of the American Association of Nurserymen May 21 at the Tampa Terrace hotel, Tampa. George Pringle, of the Florida Nursery & Landscape Co., Leesburg, and George Taber, Jr., of the Glen St. Mary Nurseries Co., Glen St. Mary, were reelected president and secretary-treasurer, respectively. Mr. Pringle is holdover delegate to the A. A. N. convention at New Orleans, and Fuller Tresca, of Lake Tresca Nurseries, Jacksonville, the alternate. Florida A. A. N. members are planning a motorcade to New Orleans, stopping en route to visit the nurseries around the Mobile, Ala., area. C. Elwood Stephens, of Semmes Nurseries, Semmes, Ala., was present to extend the hospitality of the nurserymen.

President Pringle presided over the chapter meeting, and after the treasurer's report by Mr. Taber, which showed a balance on hand of \$81.16 after annual expenses of \$88.35, he gave an excellent talk on the benefits of the A. A. N. Through his efforts and those of members of his

office staff, there were a dozen or more posters depicting some of the services that the A. A. N. has to offer, such as information on availability of supplies, selective service, postal regulations, quarantines, wage and hour laws, housing, consumer credit, prices, import rules, taxes, insurance, etc. They were among the best such displays shown at a nursery meeting, and the chapter members suggested that they be moved to the room where the Florida Nurserymen's Association was to meet later, so that nonmembers of the A. A. N. might see them. Then others were called upon to express their ideas as to the most valuable service they derived from the A. A. N.

Instead of waiting until the annual fall trade meeting for a report of the national convention at New Orleans, the members decided that they would like to hear it sooner when enthusiasm would be greater. So a chapter meeting was tentatively scheduled for late August or early September.

DAVID K. STABLER.

Last month elected president of the Florida Nurserymen's Association, David K. Stabler is manager of the Winter Haven Nurseries, Inc., Winter Haven, Fla. He graduated in 1924 from Pennsylvania State College, where he majored in horticulture and landscaping. In the autumn of 1924 he moved to Florida and began work in the office of an architect associated with the early development of Coral Gables and the planning of public parks for the city of Tampa.

A year and a half later he became landscape superintendent for the Mountain Lake Corp., Lake Wales, Fla., where he executed all plans of Olmsted Bros., landscape architects, for the Mountain Lake winter colony, which included the planting and maintenance of Bok tower and some fifteen acres of grounds as well as forty-five winter estates built during the next six years.

During the war the corporation was greatly reduced and, in 1943, Mr. Stabler became horticulturist for Ingalls Shipbuilding Corp., Pascagoula, Miss., where he did the first clearing and planting for the company's Longfellow House. In 1945 he returned to Florida and assumed his present position as manager of Winter Haven Nurseries, Inc., which specializes in gardenias, azaleas and camellias. The nurseries are owned by R. O. Blackwell, Jr., who also heads Blackwell Nurseries, Semmes, Ala.

AMERICAN NURSERYMAN

AMERICAN HIBISCUS SOCIETY AT TAMPA.

Formed last year at the annual meeting of the Florida State Florists' and Nurserymen's Association, the American Hibiscus Society held its second meeting in conjunction with the Florida convention meeting, May 20, at the Tampa Terrace hotel. Norman Reasoner, Bradenton, is president. Miss Ruth Allen, editor of Tropical Gardening magazine, Miami, is the executive secretary. She said that members are invited to stage separate displays at the metropolitan Miami flower show in March and also to stage a hibiscus garden at the St. Petersburg flower show.

There were twenty-five charter members, and now there are over 300, both commercial and amateur hibiscus growers. Jack Holmes, Holmes Nursery, Tampa, a director of the association, expressed hopes for increasing this to 2,000, taking in the entire southern half of the United States and Caribbean countries. He closed with the remark that Florida leads the world in the production of new hybrid hibiscus.

FLORIDA NURSERIES.

The notable expansion in the nursery industry in Florida in the past decade is stressed in the report of J. C. Goodwin, nursery inspector, in the eighteenth biennial report of the state plant board. The acreage planted to nursery stock in 1940 totaled 5,080 acres and the quantity of nursery stock in the state was set at 60,606,180, while in 1950 the acres planted to nursery stock were 5,993 and the quantity of stock was 92,726,816.

The number of nurseries under inspection increased by 398 during the fiscal year ended June 30, 1950, from 2,620 to 3,018, according to the report. Most of this expansion was in the Miami, Orlando and Tampa nursery inspection districts.

Nearly sixty per cent of the acreage was in general and ornamental nurseries, 3,738 acres, while citrus stock covered 1,558 acres. Citrus plants were only 8,978,269; fern plants, 21,382,500, and general and ornamental, 62,065,297, or about two-thirds of the total.

FOR many years a nurseryman at Dansville, N. Y., E. J. Van Auken has retired to Florida, where he will reside at 321 Harbor drive, Venice. He was a member of the American Association of Nurserymen since 1915.

Third California Refresher Course

The third annual refresher course for nurserymen brought 303 persons to California State Polytechnic College, San Luis Obispo, May 22 and 23. It was sponsored jointly by the California Association of Nurserymen and the ornamental horticulture department of the college.

The address of welcome was made by the president of the college, Julian A. McPhee, and the response by the president of the California Association of Nurserymen, William S. Clark. The chairman of the refresher course committee, Bert T. Kallman, outlined the purpose of the course as the presentation of the greatest possible amount of up-to-date information for nurserymen in the shortest possible time. Other members of the committee were William Clark, Jack Beeler, Harold Prickett, Elmer Merz, Wilbur B. Howes and Howard C. Brown.

Chemical Weed Killers.

The first speaker was Ralph M. Vorhies, crops department, California State Polytechnic College, whose subject was "Weed Control in the Nursery by Spray Methods." Basically there are three methods of weed control, he said, cultural, mechanical and chemical, and today the trend is to the easier chemical methods.

The chemical killers are classified into three groups, soil sterilants, contact herbicides and selective sprays. The soil sterilants kill by being absorbed in the plant's root system. The temporary types of soil sterilants, such as carbon bisulphide and tear gas, etc., last for less than one year and are used to rid the soil of weed seeds and weeds before a crop is planted. They are often used in treating leaf mold and greenhouse soil. Permanent soil sterilants, which keep down all plant growth for a year or more, include sodium chlorate, arsenic compounds, borax and combinations of these.

Of the contact herbicides, Diesel oil has for long been one of the most useful weed oils, but it has been refined to such an extent that it is less effective than when it had more sulphur and other impurities in it. To make oil sprays more effective and less expensive many nurserymen are turning to oil emulsions fortified with phenols and dinitro compounds. In many cases, one-third oil and two-thirds water have given as good results as straight oil. Other chemicals besides oils used for contact spray-

ing include the dinitros as Dow General and Sinox General. They are used in water solutions and are good on broad-leaved weeds, but do not have the creeping action necessary to kill grasses.

The selective sprays are classified either as broad-leaved plant killers or as grass killers. By far the most important of the former are 2,4-D and its close relative, 2,4,5-T. These are hormone sprays. There are three forms available, acid, salt and ester. The amines are popular because they come in liquid form and make solution easily. The acid form is rarely used because it is not soluble in water.

A relative newcomer, 2,4,5-T has been proved effective for controlling woody brush such as poison oak, blackberries and willows. The ester form is most effective, and a mixture of the ester form 2,4,5-T and the ester form of 2,4-D are often sold for this purpose. Stump treatment to prevent regrowth is a new use of these materials.

Merchandising Bedding Plants.

As a preface to his talk on "How to Handle and Promote the Sale of Bedding Plants," Carl Tasche, of American Plant Growers, Lomita, Calif., said that about 200 wholesale nurseries in California grew bedding plants for resale, with a wholesale value of over \$2,000,000. Adding retail crops to this, the bedding plant business could be estimated at \$5,000,000. This business may constitute a fair amount of the total of all retail nursery business in the state, but it is actually only a fraction of the possible market. This business is done in four months of the spring season and in about three months of the fall season.

Bedding plant production he summed up as transplanting seedlings into flats filled with prepared soil and growing them into a marketable size. An absolute minimum standard to produce good-quality bedding plants requires a well prepared soil sterilized in the flats to be used for planting, treated seeds and an effective insect control program during the entire growing season.

Fertilizers, seeds and bulbs are sold in packages, but the method of handling bedding plants can stand improvement, the speaker said. For many years bedding plants have been produced in flats of various sizes containing various numbers of plants. Mr. Tasche's firm introduced the Pony Pack last fall, which is a quar-

ter flat. It was not well received by retail nurserymen, as the added cost of the container made price of the plants seem out of line. Next the Pony Packs were sold through a grocery store on a self-service basis and found good public reception. The packages were put on a stair-step type rack for good display and easy access, and this made the difference between selling and not selling. Self-service customers are particular; so quality must be good and the display kept in attractive condition.

Small Retailer's Experiences.

"My Thirteen Years as a Small Retail Nurseryman" was the title of the talk given by Syd Whitehorn, of the Sierra Nursery & Seed Co., Fresno, Calif. Mr. Whitehorn started his business in 1939, more or less as outgrowth of a hobby. He has found that personality and knowledge bring in and keep the customers. Whether or not the nurseryman retains his clientele depends on himself alone, for whatever the salesman does or says is usually a reflection of the owner. Customers consider the nurseryman an authority on plants; so he should try to be one.

Other pointers which Mr. Whitehorn offered from his experience were to provide wide paths, keep clean beds and handle thrifty, well grown plants. Do not offer a plant that you would not buy yourself. Placing container-grown plants on raised beds, twelve or fifteen inches off the ground, gives the optical illusion of larger plants. Dump the leftover odds and ends or too-slow-moving items, for space costs money.

Keep a profit-and-loss statement and analyze it monthly. Keep track of costs and try to pare them down. Do not cut prices. Tend to business, carry first-class merchandise, handle overhead costs intelligently and you will be in business years after the cut-price artist is out of business. Mr. Whitehorn and others in the Fresno area operate on an average markup of two and one-half times the cost of growing stock. A charge of \$2.50 an hour, including time to and from the job, is made for planting, and, except on landscape jobs, little delivering is done. Mr. Whitehorn does not own a truck, but uses one of the local landscape contractor's. He concluded by emphasizing the value of association membership and showed that the small operator is as impor-

tant as the big operator in association activities.

Lawn Construction.

The final talk at the morning session was on "Better Turf for Home Lawns," by John E. Gallagher, division of floriculture and ornamental horticulture, University of California, Los Angeles. Better turf depends on sound construction and continuous proper management. The most important factor in construction is drainage, both subsoil and surface. After subgrading is done, the top six inches of soil should be prepared for planting, making the seedbed loose and friable. Mr. Gallagher recommended as a preseeded fertilizer a combination of five pounds of ammonium sulphate and fifteen pounds single superphosphate to 1,000 square feet. Quality of seeds is more important than type. Usually a mixture of types is used, and the nurse grasses should be kept to a minimum of fifteen per cent. To insure good germination the seeds should be coated with a fungicide to prevent damping-off. The average seeding should be between three or four pounds of seeds to 1,000 square feet.

Nursery Profits.

Following luncheon in the college cafeteria, the nurserymen gathered for the afternoon session to hear a talk by Rudy Lindquist, certified public accountant, San Francisco, who told them that earnings of the nursery business are far below par; prices should be raised, and sales performance improved.

In a study of financial statements from fifteen well known northern California nurseries, the average net profit was found to be less than two per cent. By comparison with profits of large corporations, this is almost nothing. To the question "How much profit should the nurseryman be entitled to as a fair return on his investment?" Mr. Lindquist said that a schedule of rates by industry classification issued by the commissioner of internal revenue showed the average rate of return in the years 1946 to 1949 as 14.3 per cent for building materials and farm equipment businesses; 16.9 per cent for general merchandise; 14.6 per cent for food, and 25 per cent for automotive dealers and gasoline service stations. He thought the nurseryman was entitled to as much.

Soil Studies.

The next two hours of the session were devoted to several talks by staff members of the University of Cali-

fornia, Los Angeles, on "Soil Sterilization and Soil Mixture Studies." Philip A. Chandler, division of plant pathology, reported on "The University of California Soil Mix for Nurseries in California," which is seven parts of soil, three parts of peat moss and two parts of coarse sand or crushed rock, to which is added, by weight, eight ounces of base fertilizer and one and one-half ounces oyster-shell lime to a bushel of mixture, or ten pounds, and one pound to a yard, respectively. This mixture has been used successfully for sowing seeds, transplanting seedlings and potting young plants.

R. H. Sciaroni, farm adviser, reported on "The Examination of Greenhouse Soils for Soluble Salts," studies that he had made with Warren Schoonover, extension soils specialist, and Stephen Wilhelm, plant pathologist. Plants grow best within certain ranges of total salts in the soil mixture, and these ranges have been determined for many agricultural crops but not as yet for floricultural crops grown in California. But preliminary investigations of the latter have shown that plants suffering from exposure to excess soluble salts in the soil moisture may show all or part of the following symptoms: Yellowing and/or wilting of leaves and stunting of entire plants, as in azaleas; tip or marginal leaf burn, as in camellias, rhododendrons and Roosevelt ferns; decreased root activity with corrosion and sloughing off of roots, as in gardenias, and poor germination of some types of seeds, those germinating producing plants that are stunted and yellow that may die suddenly, especially if the soil is allowed to dry slightly.

Instruments called Wheatstone's bridges are available which measure

total soluble salts in terms of electrical conductivity. One of the instruments for measuring conductivity is the Solubridge. Equipment of this type can be an effective tool in helping out on certain phases of production such as periodic checking of water quality, examination of leaf mold, soils and peat for possible high soluble salt readings, determining conductivity range at which a particular crop grows well and using the instrument to keep within the range by feeding and watering practices.

Soil Sterilization.

The most commonly used chemicals for control of damping-off and other soil-borne diseases are formaldehyde, chloropicrin and methyl bromide, said Donald E. Munneke, division of plant pathology, in a talk entitled "Chemical Soil Treatments for Plant Disease Control." Chloropicrin, or tear gas, is extremely toxic to soil fungi, insects, weed seeds and nematodes and is best used in light soils at temperatures of 65 degrees Fahrenheit. The gas must be confined in some way, which limits

Formaldehyde is the oldest and cheapest of these three soil fumigants. It cannot be used near plants, since the fumes kill all foliage. As it is soluble in water, it penetrates soil nearly as far as the water carrier. Formaldehyde may be used as a drench or in lesser quantities for damping-off control.

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HELEN TRAUBEL ROSE.

One of three roses picked as an All-America Rose Selections award winner for 1952 is Helen Traubel, a hybrid tea, introduced by Armstrong Nurseries, Ontario, Calif. The rose was named after the famous Wagnerian opera singer, herself an enthusiastic gardener, who is shown in the photograph reproduced on this page as she admires a bouquet of her namesake rose with J. Awdry Armstrong, vice-president of Armstrong Nurseries.

According to Mr. Armstrong, the new rose has a distinctive color varying with the weather from a warm, sparkling pink to luminous apricot. At times there is a bright, rich undertone which makes the flower seem to sparkle. The large buds are long and tapering, and they open into large fragrant blooms. Free-blooming and vigorous, the rose has abundant and attractive foliage. Like many other of Armstrong's All-America award winners, Helen Traubel is an origination of Herbert C. Swim.



Helen Traubel and J. A. Armstrong admire new rose named after Miss Traubel.

Automobile Itineraries to New Orleans

By Fleeta Riggs

Somehow or other, "way down yonder in New Awleans" has always fascinated me as well as most other people I know. I have wandered around considerably in the past fifteen years (my first A. A. N. convention was at Dallas in 1936), and I have always thoroughly enjoyed my travels and the cities at which the conventions have been held. Since you always have to go through "somewhere" to get "anywhere," I think it is important to know where and how you are going.

I would like to suggest to all who are coming to New Orleans from the northeast and eastern seaboard and even from Detroit and Chicago areas that you follow the route through the Smoky mountains in Tennessee. The highways are generally good through this part of the country. The first and middle part of July is an excellent time in the Smokies as there are wonderful wild flowers in bloom as well as some late rhododendrons. The scenery is breathtaking, and one of the beauties of the Smokies is that they are forested to the top. The ever-present smoke-haze is unique in this country. There are several ideal places to spend the night; so try to allow one day in these mountains if possible. The native wares make interesting souvenirs.

Proceeding from the Smokies you may go through Chattanooga, Tenn., or Birmingham, Ala. In case you drive across Tennessee to Nashville instead, be sure to visit the Hermitage, Andrew Jackson's home. Incidentally, there are many nurseries all along this route, and you are sure to want to visit many of them. Follow the Natchez trail, which starts at Nashville, and drive down through the Mississippi delta to Jackson, capital of Mississippi, and on to historic Natchez, which is a must for all southern travelers. Many of the lovely old homes are open to tourists the year around, although some are open only for the annual pilgrimage in spring. A. A. N. visitors to Natchez will later enjoy hearing Harnett Kane, an outstanding southern writer who has used Natchez as the locale for two of his most famous novels. He is to speak at the luncheon-meeting of the A. A. N. ladies' auxiliary at New Orleans.

Driving southward via Highway 61 to East Feliciana parish (in

All of us here in the south hope that you are looking forward to the A. A. N. convention at New Orleans. Everyone down here is trying to do all possible to make your trip to the deep south most enjoyable. Some time ago I wrote to Mrs. Leonard Riggs, of Riggs Nursery & Landscape Co., Longview, Tex., asking her to help me write some sort of travel guide for you to follow en route to New Orleans. Fleeta did such a grand job that I am passing her letter on to you with the hope that it will help you see a little more of our country than you would otherwise.

Catherine Huber,
N. L. N. A. Convention Chairman.

Louisiana our counties are called parishes) and toward St. Francisville you may see some wonderful, original ante bellum homes. They have not all been restored, and that is part of their charm. For instance, at Rosedown you will see the original wallpaper, draperies, etc., that were put in the house in 1832. The Misses Bowman who will be your guides are descendants of the owners. Note the original elephant edition of John J. Audubon's works here. He lived in this locality for many years and did much of his famous work while teaching school on the plantations in this area. Other famous homes here are Afton Villa, which has some connection with the song "Flow Gently, Sweet Afton," Greenwood and others. From here go on to Baton Rouge, the capital of Louisiana. The capitol building is a fine piece of architecture. You will get a thrill out of viewing, from the top of the building, the well landscaped capitol grounds and wide Mississippi river, which flows behind the capitol. From Baton Rouge, New Orleans is only eighty miles away via Airline highway.

Those driving to New Orleans, from Chicago, Detroit and other parts of the middle west may follow several southerly routes. An especially beautiful one is through the Ozarks, converging on Memphis, Tenn., or Dallas, Tex., and Shreveport, La., which has the reputation for being one of the most beautifully landscaped cities in the south. Those coming in from the northwest will want to drive via Dallas to Tyler, Tex., to see the rose fields.

Those driving to New Orleans

west, why not spend a day or two at Houston, Tex.? You could get acquainted with the work of two speakers on the program of the National Landscape Nurserymen's Association July 17 at New Orleans. Visit the Contemporary Art Museum and drive by the Jewish synagogue near Rice Stadium. Both of these buildings were designed by MacKie & Kamrath Architects. Karl Kamrath is one speaker. Then you might have afternoon tea on the terrace of the famous Shamrock hotel. The terrace overlooks the swimming pool and play area, all designed by Ralph Ellis Gunn, landscape architect, the other speaker. And be sure to drive through River Oaks before you leave Houston.

If you have enough time, from Houston you might go on to Galveston, a wonderful play spot on the Gulf of Mexico. From there cross on the ferry and travel Texas Highway 87 to Port Arthur. This highway is not always in good condition because of high tides, but is interesting because there are several oil derricks out in the gulf, and there is a stretch that has a wealth of wonderful driftwood. Leaving Port Arthur to rejoin Highway 90, you cross over the highest bridge in the south.

Traveling U. S. Highway 90, the old Spanish trail, to New Orleans through Lake Charles, La., and Lafayette, La., you enter the Tech country of southern Louisiana. This French-speaking section is completely different from the rest of the state. There are many interesting small towns and cities, such as Crowley, the rice capital of the world; Opelousas, the sweet potato kingdom, and Ville Platte, where many people still travel by horse and buggy. You will enjoy Lafayette, too. There are many azalea and camellia nurseries here, and it is home of the famous Hadacol and its manufacturer, Dudley J. LeBlanc.

From Lafayette to New Orleans is a colorful drive. There are many beautiful old homes at Franklin and New Iberia, and just seven miles from New Iberia, at Avery Island are the renowned Jungle Gardens of E. A. McIlhenny. Take two or three hours off for a visit there.

Those of you coming to New Orleans from the north and midwest, you might take U. S. Highway 71 from Shreveport, La., to Baton

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A. A. N. Convention Program Plans

HEAVY AGENDA FOR A. A. N. BOARD OF GOVERNORS.

At its seventy-sixth annual convention July 14 to 19 at the Roosevelt hotel, New Orleans, the American Association of Nurserymen will hold general sessions for its board of governors, Monday, July 16; Wednesday, July 18, and Thursday, July 19. The agenda for the board is extra-heavy this year, which has necessitated scheduling a session Monday afternoon as well as that morning. Possible discussions ensuing from business to be brought up at the final session may force an afternoon session for Thursday, making six instead of the usual four sessions of the board at annual conventions.

The call to order will be given at 9:30 a. m. Monday, July 16, in the University room by president Wayne Ferris, Earl Ferris Nursery, Hampton, Ia., who will later make his address. The session will then be devoted to reports by treasurer John Wight, Wight Nurseries, Cairo, Ga.; the market development and publicity committee, by chairman Howard C. Taylor, Rosedale Nurseries, Eastview, N. Y., and the "Plant America" program by Howard P. Quadland, A. A. N. public information office, New York city. Nominations for president, vice-president, two trustees and members of the board of governors for regions 2, 4, 6 and at large will be made before adjournment.

The more festive opening of the convention is set for the keynote luncheon at 12:30 p. m. in the Grand ballroom, where C. A. Ilgenfriet, vice-president of the United States Steel Corp., is tentatively scheduled to speak on "Government by the People." Presentation of the second Norman Jay Colman award will be made at the luncheon.

At the afternoon session of the board of governors Richard P. White will make his report as executive secretary of the A. A. N. Tours of New Orleans are scheduled for all conventioners from 3:15 to 5:45 p. m., and the Rebel room will open for their entertainment at 6 p. m.

The next session of the board of governors of the A. A. N. will be called to order at 9:30 a. m. Wednesday, July 18, in the Grand ballroom. Vice-president John B. Wight will review activities of the executive committee; R. N. Ruedlinger, Rued-

linger Nursery, Minneapolis, Minn., as chairman, will report for the group insurance committee; Curtis H. Porterfield, A. A. N. administrative assistant, will give a summary of standing committee reports, and Charles H. Baldwin, Jackson & Perkins Co., Newark, N. Y., will report as chairman of the transportation committee.

Reconvening in the University room at 2 p. m., the convention is tentatively scheduled to hear a talk on "The Mississippi River Parkway," by Col. J. Lester White. Afterward the board will consider a policy statement on regulations of landscaping by law, commercial exhibits versus direct appropriations, proposed revision of the quarantine act of 1912, an A. A. N. research foundation, methods of selecting convention cities and hotels and action on the forestry program.

A report of the necrology committee by F. R. Kilner, editor of the American Nurseryman, Chicago, will be first at the session for Thursday morning at 10 a. m. Then the board will take action on group insurance, the budgets for the association and for the market development and publicity committee, the quarantine act of 1912 and the forestry program.

At a luncheon at 12:30 p. m., Countess Maria Pulaski will give a talk entitled "I Was a Spy." Afterward, at the concluding session of the board of governors, will be selection of the 1953 convention city, invitations for the 1954 and 1955 conventions and election of officers and new directors.

GROWERS' MEETING.

Becoming a regular feature of the convention of the American Association of Nurserymen is a one-day meeting for growers. This year A. A. N. vice-president John B. Wight will preside at the growers' meeting to be held Tuesday, July 17, in the University room of the Roosevelt hotel, starting at 9:30 a. m. Three panel discussions have been planned, and all speakers named here are only tentative at this date.

The first panel, on retail merchandising, will be moderated by Walter Hillenmeyer, Hillenmeyer Nurseries, Lexington, Ky. Members of the panel will be Richard Wyman, Jr., Wyman's Framingham Nurseries, Framingham, Mass.; Charles Arm-

strong, Capital Nurseries, Sacramento, Calif.; Norman Scott, Brookdale-Kingsway, Ltd., Bowmanville, Ont., and Hugh Wolfe, Wolfe Nurseries, Stephenville, Tex.

The second panel, on new production and cost-saving devices, will start at 11 a. m. Lewis S. Bookwalter, Berryhill Nursery Co., Springfield, O., will be moderator. Members of the panel will be Bert Flemer, F & F Nurseries, Springfield, N. J.; Richard Bloss, Sneed Nursery Co., Oklahoma City, Okla., and Willis Stribling, Stribling's Nurseries, Merced, Calif.

At 2 p. m. will start the third panel, on shade trees, new and old. John D. Siebenthaler, of the Siebenthaler Co., Dayton, O., will serve as moderator. On the panel will be Edward Scanlon, shade tree commissioner for Cleveland, O., to discuss new trees for streets and small homes; Dr. L. C. Chadwick, department of horticulture, Ohio State University, Columbus, O., old trees with continued demand; James Foret, Southwestern Louisiana Institute, Lafayette, new and old trees for the south; Ray Hartman, Leonard Coates Nurseries, San Jose, Calif., new and old trees for the west coast, and William Flemer III, Princeton Nurseries, Princeton, N. J., new and old trees for the northeast.

N. L. N. A. PROGRAM.

Preceding the semiannual one-day meeting of the National Landscape Nurserymen's Association, Tuesday, July 17, at the Roosevelt hotel, New Orleans, will be a landscape tour for members Sunday afternoon, July 15, conducted by the New Orleans parkway commission. Starting at 2 p. m., the 4-hour tour will take N. L. N. A. members along the outstanding boulevard plantings and through the beautifully planted residential sections of the city. It will conclude with a visit to Audubon park.

The full-day business and educational meeting, Tuesday, will be held in the Gold room of the Roosevelt hotel, starting at 9:30 a. m. with the address of president Ralph Griffling, of Griffling's Nurseries, Beaumont, Tex. Guest speakers at the morning session will be Gordon Lambert, of the Lambert Landscape Co., Shreveport, La., whose subject will be "The Development of a Landscape Company," and Karl F.

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Texas Rose Foundation Progress

Pat C. Mackey was elected president of the Texas Rose Research Foundation, Tyler, at the annual meeting, May 12, at the Highland Park home of L. A. (Slick) Dean, where members visited a test garden of new rose varieties.

Other officers chosen were Delbert Thompson, first vice-president; Neal Harville, second vice-president, and S. M. Morris, secretary, all of Tyler. J. S. Strickland and W. Murrey, the latter of Canton, were elected to the board of directors.

Alarm was voiced at the growing threat of plant diseases to the rose-growing business. The foundation voted to add \$2,500 to its annual \$12,000 budget earmarked for research in soil sterilization. Inspection tours by civic leaders and business men of Tyler were planned for first-hand observation of the inroads of crown gall and other organisms said to be causing vast economic waste.

Guests introduced included W. C. Windsor, president of the Tyler chamber of commerce; Russell Cantrell, chamber manager; Claude Holley, mayor; C. R. Heaton, director of the East Texas Agricultural Council, and Frank Bronaugh, chamber publicity director.

A feature of the meeting was the annual report of Dr. E. W. Lyle, foundation plant pathologist, which follows:

One of the main research studies of the Texas Rose Research Foundation has been the testing of fungicides for better control of black spot. It may seem that we now have fair control of this disease, but more needs to be done yet to reduce further the weakening tendency that this disease causes. Some of the dieback of bushes in storage and sometimes the poor results of the bushes after planting still can be attributed to black spot defoliation in the field production. The twenty or more applications of fungicidal dust given each year to obtain black spot control indicate the need of a better fungicide.

During the year concluded, three new fungicides were tried, bringing the total number of fungicides tested by the foundation to twenty-nine so far. One of the three had a greater content of copper, fifty-three per cent more than the regular amount; one had a zinc compound and a sticking agent which it was thought might have nutritional benefit and more lasting quality, and the third was a combination of a spray, NuGreen,

followed immediately after each application with the regular sulphur-copper dust.

An important observation on the first spread of black spot in the spring has just been noted and is visible in several fields this month. In the past others have stressed the fact that old infected rose leaves on the ground give the start for black spot in the spring, but the evidence here this season is that the old canes not pruned back close were the main cause of new infections.

Since better control of black spot has resulted in the past few years, more attention is being devoted to control of the bacterial disease, crown gall. Two methods are being followed; one is crop rotation, and the other is use of clean cuttings and chemical treatments of the cuttings before planting. New experiments bring the total cutting treatments tested in the laboratory to 178. The foundation's new dip treatment of cuttings is still the best of the compounds which have received general use so far. The foundation's crown gall control dip treatment did not impair the life of cuttings when compared with untreated ones planted the same time.

Weeping love grass started from seeds in both row and broadcast plantings has been in some fields for two years and is still making good growth and excellent survival after

the severe winter freezes. This rotation crop not only conserves soil from erosion but also adds organic matter. It is under trial to help eliminate such organisms from the soil as those causing crown gall and root knot. This perennial bunch grass has served well on terraces to help hold them in place.

Two other grasses, *Crotalaria spectabilis* and *Crotalaria striata*, have been under observation for soil building and disease control. Unfortunately neither weeping love grass nor the crotalarias can be expected to accomplish disease control if any wild or stray infected rose plants from previous crops are permitted to exist in the field.

A temperature of 29 degrees Fahrenheit continues to give good results for storing both bushes and budwood.

The new spray reported last year for control of mold on the canes of roses in cold storage has been giving good results again this year. It has shown no harm even to young forced shoots. However, tests this year reveal that the chemical is not safe on rose roots.

Freeze-injured bushes showed considerable recovery of cambium and bark after about four weeks' time, whether in cold storage or not. Canes with a decidedly black cambium did not show recovery. Cold storage, at 30 degrees Fahrenheit, did not increase nor decrease the extent of re-



Newly elected officers and directors of the Texas Rose Research Foundation at annual meeting. Left to right: Earl Atwood, J. C. Strickland, Neal Harville, Jr., second vice-president; P. O. Tate, Earl Ginn, P. E. Mackey, president; L. A. Dean, Dr. E. W. Lyle, foundation plant pathologist, and Sidney Morris, secretary-treasurer.

covery, but did prevent bud and root forcing in such varieties as Red Radiance, Talisman, Editor McFarland and K. A. Viktoria.

A cold liquid treatment has been found to be about one-third as effective as hot paraffin coating in preventing drying out of rose canes.

WHITE-FRINGED BEETLE QUARANTINE CHANGES.

Effective May 16, a number of articles are exempt from certification requirements on account of the white-fringed beetle quarantine, provided that these articles have been produced, handled and maintained under conditions that prevent them from becoming infested.

Among the articles so named in a notice issued by Avery S. Hoyt, chief of the bureau of entomology and plant quarantine, Washington, D. C., were hay and straw, except peanut hay; uncleaned grass, grain and legume seeds; forest products, such as stump wood, logs, lumber, posts, poles; brick, tile, stone, concrete slabs, pipe, building blocks and cinders, provided these articles are free from soil, have not been exposed to infestation and sanitation practices have been maintained as prescribed by or to the satisfaction of the inspector.

Certification is still required for nursery stock; grass sod; plant crown or roots for propagation; true bulbs, corms, tubers and rhizomes of ornamental plants when freshly harvested or uncured, and soil compost, manure, peat muck, clay, sand or gravel whether moved independently of or in connection with or attached to nursery stock, plants, products, articles or things.

According to another amendment effective May 10, cleaning, disinfection or other sanitary treatments of railway cars, trucks, other vehicles, machinery, implements and other articles will be required by the inspector before they may be moved to other points outside the regulated areas when the inspector judges a hazard of the spread of white-fringed beetle to be involved.

TO RAISE PARCEL POST.

The Post Office Department will make an average increase of twenty-five per cent in parcel-post rates October 1, under the authority of action by the Interstate Commerce Commission this month.

When Congress refused the request of Postmaster General Donaldson for general advances on virtually

all postal rates, it directed that he take up the question of parcel-post rates with the I.C.C. On a petition filed by him last October, the commission has just authorized the twenty-five per cent increase, leaving it to the postmaster general to fix the effective date. That has been announced as October 1.

Postmaster General Donaldson told the commission during hearings that the Post Office Department lost money on parcel-post services. He said revenues from this service under existing rates were about \$400,000,000 a year and it would require \$500,000,000 annually to put the parcel-post service on a self-sustaining basis. The twenty-five per cent increase is intended to do this.

The I.C.C. generally approved the new rate schedules submitted by the postmaster general except for zone rates on books. The commission said the book rate should be revised only in the light of a service cost study.

NEW YORK BILL VETOED.

The Lupton bill, which was intended to define the position of employees in flower and nursery stock production definitely as agricultural workers in New York state, has been vetoed by the governor.

Although the federal government has already made that clarification in many states, the ruling in New York state places workers in floriculture and landscape nursery operations among nonagricultural workers. The Lupton bill was introduced in 1950 and again in 1951 to change the definition, but, after passing the house and the senate, was vetoed by the governor.

OBITUARY.

Jennings S. Kallay.

Jennings S. Kallay, a partner in Kallay Bros. Co., Painesville, O., died May 19 in Lake County Memorial hospital. He was 48 years old. Mr. Kallay had been ill with a heart condition for more than a year which had become serious in the past five months.

The youngest of nine brothers and one sister, Mr. Kallay was born July 29, 1902, at Szany, Hungary. He emigrated to Painesville in 1910. At one time he was employed by the old Storrs & Harrison Nurseries. In 1926 he became a partner in Kallay Bros. Co., which had been established

AMERICAN NURSERYMAN

by his brothers, Paul, James, Charles and the late Bailey and Steve.

Survivors include his widow, the former Anna Snoots, whom he married in 1926 in Georgia; the three brothers with whom he was a partner; another brother, Joseph W., who established the Dunwell Nursery, Painesville; a sister; two daughters, Estelle and Evelyn, at home; two sons, Eugene Wynn, naval cadet at Pensacola, Fla., and David H., Watertown, N. Y., and a grandson.

COVER ILLUSTRATION.

Franklinia Altamaha.

Franklinia (Gordonia) altamaha is an upright small tree reaching a height of about thirty feet at maturity. This plant has an interesting history, but it has been difficult to grow satisfactorily in our territory, around Columbus, O. John Bartram, one of the well known early American plant collectors, found this plant in its native habitat in Georgia in 1770 and planted specimens in the Bartram gardens at Philadelphia. Strangely enough the plant has not been found growing in its original native habitat since 1790. The generic name, franklinia, was given to the plant in honor of Benjamin Franklin, and the specific name, altamaha, comes from the Altamaha river in Georgia, on the banks of which the plant was found near Fort Barrington.

In the warmer regions this plant grows in a tree form, but farther north, where it is somewhat tender, it is often grown in a shrubby form with several stems from the base. The leaves are alternate, slightly toothed, glossy, bright green in color and five to six inches in length. The fall foliage color is attractive, a brilliant red to orange.

The outstanding characteristic of franklinia is the showy flowers produced in late August until frost. The cup-shaped flowers are white with a yellow center, fragrant and about three inches in diameter. The fruit is a capsule.

This plant does best in acid, peaty, moist soil in sunny or partly shaded situations. It has been difficult to grow in the heavy clay soils of the midwest. Propagation may be accomplished by cuttings.

Where it can be grown, franklinia will find its use as a small tree and as a medium to large shrubby plant for specimen and border planting.

L. C. C.

Midwest and East Wholesalers Report

Coupling the reports in this issue from wholesale nurseries in the mid-west and east with those in the preceding issue from the south and west, nurserymen may obtain a complete picture of this spring's wholesale business. As these wholesalers also comment on the outlook for prices, their planting plans and the future supply of stock, readers may also gain some idea as to what to expect for the season ahead.

Fair Season in Kansas.

For Willis Nursery Co., Ottawa, Kan., J. J. Pinney reports a satisfactory spring season, with the biggest handicap being the weather. He sums up as follows:

"In places where our customers depend upon irrigation there was not sufficient water during the early part of the season for them to do a normal amount of business. In contrast, the latter part was so wet that both digging and planting were made difficult. The season was the latest that we have encountered in many years, probably as much as two weeks later than normal. It was offset, however, by continued cool weather which enabled us to continue shipping much later than usual.

"There was considerable turnover of labor on account of the unrest caused by the opening of defense plants in this area. Transportation also presented a problem. Express and rail freights have been slow and even mail service has been unsatisfactory. Because of this and high express rates, a great deal of the shipping has been given to the truck lines, with the result that they have been overworked and have fallen down in their service, too.

"The demand for nursery stock has been so great that many shortages have developed. Most of our customers report good business, and some of them have said that it was the best season they have ever had.

"We believe that prices will be higher next season. Firms that want to stay in business and make a reasonable profit will have to ask more for their product because production and operating costs have all advanced sharply."

Good in Iowa Despite Weather.

A satisfactory volume of spring sales was reported by George L. Welch, vice-president of Mount Arbor Nurseries, Shenandoah, Ia., who writes:

"There was a stronger demand for

most lines of stock, especially roses, ornamental shrubs, shade trees and evergreens. The perennial and bulb business was also satisfactory. Although sales on fruits were inclined to be slow, I think they will show some increase over last year.

"We have never experienced so much rain and wet weather in this area as we had this spring. Our digging season last fall was much shorter than usual; so consequently we had more spring work to do than in most years. The frost did not leave the ground until late March, and we then had rain on nineteen days in April, with more than double the average amount of rainfall. Labor is definitely short, and, together with the wet weather, we were unable to complete our spring digging and to render as good service as usual.

"The supply of stock for the coming season will be short, especially the supply of shade trees and well grown ornamentals. With costs rising for labor and materials, it is important for the entire nursery industry to secure proportionately higher prices. Operating conditions for the coming year will not be the best, but we anticipate another successful season."

Season Short in Minnesota.

The season opened late in Minnesota with slow sales in April and a rapid termination when the weather became warm in May, according to Kenneth Law, president, of Jewell Nurseries, Inc., Lake City. In the unusually short season the nursery had difficulty taking care of its customers' needs fully. Mr. Law continues:

"In addition to the short season, work was hindered because we did not have as much male help as we needed. We have had more women at the nursery, however, and they have done satisfactory work.

"The demand for nursery stock in general seems very good, particularly for ornamental shrubs and trees. We are about as nearly sold out this year as ever. Our plantings are about the same as usual, for we try to maintain a suitable diversity of stock and do not plunge heavily on anything at any one time. Costs are giving us some concern."

March Snows Affect Sales.

Reporting on both the wholesale and retail sales at Andrews Nursery Co., Faribault, Minn., Kimball D.

Andrews wrote on May 16 that the nursery was still busy shipping.

"Our catalog business this year has been very good. On May 10 it was about seventeen and one-half per cent ahead of a year ago. Our retail department, however, had a poor month in March. The salesmen, who call on individual home and farm owners, were not able to make any calls at all because of terrific snows. Starting with the first of March we had snow almost every day, so that all roads were blocked, and consequently our retail sales are down about eighteen per cent. Our wholesale business should end up about the same as last year.

"There seems to be a good demand for nursery stock. The demand for roses this year is much better than last year, probably because some of them were frozen and the publicity caused people to buy roses before they were sold out.

"Finding enough help to do all of our shipping and planting in the short season that we have had has been a problem. At this point it is difficult to say just how the supply of stock will be for next year, but our plans at present include a near normal supply of raspberries. We shall have a larger number of flowering crabs to offer next season and about the same number of fruit trees and fruit tree stocks. With better weather hoped for in Texas and California, the rose supply should be about normal, possibly just a little short because some of the buds were killed in the freeze last fall. At our rose fields in Texas survival is greater than we had expected.

"In planting we are putting more emphasis on ornamentals than fruits, fruit sales have been off for two or three years. Also, we have had an unbalanced production program, mostly emphasizing fruits and raspberries, and we want to even up our ornamentals and fruits. We have hired a new propagator who will work full time in our greenhouse, and therefore we are planning to build a large greenhouse this year for the exclusive production of clematis. We will also grow some perennials."

Short Season in Illinois.

The shipping season opened late for the D. Hill Nursery Co., Dundee, Ill., because of adverse weather and came to a rapid close in May for the same reason. W. J. Smart describes it thus:

"Weather conditions this spring

SHERWOOD'S EVERGREENS

Place your order early. 25 per cent reserve stock for fall delivery.

Azalea Hinodegiri (Crimson Azalea)

Dwarf, very compact evergreen azalea. Heavy glossy foliage, hardy in western Oregon. When in bloom, the plant is completely covered with bright red flowers, so that the foliage is hidden. One of the most showy and one of the most popular dwarf ornamental shrubs.

	Ea.	Per 10	Per 100	Per 1000
6 to 9 inches, twice transplanted, BR specimens	\$0.55	\$5.00	\$45.00	....
9 to 12 inches, twice transplanted, BR specimens .....	.70	6.30	57.00	....
If you desire the above two grades B&B add 15c per plant.				
12 to 15 inches, twice transplanted, B&B	1.00	9.00	81.00	....

Azalea Mollis (Chinese Azalea)

Very hardy. Blooms before leafing. Foliage bright green and attractive turning to gorgeous shades of bronze and red in the fall. Flowers are large and borne in great profusion. It has an irresistible appeal and is a great favorite to all who know it.

6 to 9 inches, twice transplanted, BR budded specimens .....	.55	5.00	45.00	....
9 to 12 inches, twice transplanted, BR budded specimens .....	.70	6.30	57.00	....
12 to 15 inches, twice transplanted, BR budded specimens .....	.85	7.70	69.00	....
If you desire the above three grades B&B add 15c per plant.				

Sherwood Orchid Azalea

This is a hybrid hinodegiri and our own introduction. We have been growing it for several years in our nursery where it has attracted much attention. Foliage about the size and gloss of the Hinodegiri Crimson Azalea but the plant is harder. Flowers are a clear lavender with speckled throat.

6 to 9 inches, twice transplanted, BR specimens .....	.55	5.00	45.00	....
9 to 12 inches, twice transplanted, BR specimens .....	.70	6.30	57.00	....
If you desire the above two grades B&B add 15c per plant.				
12 to 15 inches, twice transplanted, B&B	1.00	9.00	81.00	....

Sherwood Red Azalea

A magnificent azalea. Compact, dwarf and evergreen. Foliage so glossy it shines, bright green turning in cold weather to fiery red. Better foliage than Azalea hinodegiri from which it was hybridized. Flowers in such abundance that the foliage is almost entirely hidden and of the most brilliant blood red imaginable.

6 to 9 inches, twice transplanted, BR specimens .....	.55	5.00	45.00	....
9 to 12 inches, twice transplanted, BR specimens .....	.70	6.30	57.00	....
If you desire the above two grades B&B add 15c per plant.				
12 to 15 inches, twice transplanted, B&B	1.00	9.00	81.00	....

Castanopsis Sempervirens (Bush Chinquapin)

One of Oregon's wonderful native evergreens seldom offered to the trade. Leaves dark green above, russet beneath. Flowers in white clusters followed by chestnut-like fruits. Bush Chinquapin is a fine foundation shrub, also good for hedges and borders.

	Ea.	Per 10	Per 100	Per 1000
15 to 18 inches, twice transplanted, B&B	\$1.00	\$ 9.00	\$ 81.00	....
18 to 24 inches, twice transplanted, B&B	1.25	11.20	101.00	....

Chamaecyparis Lawsoniana (Lawson Cypress)

A conifer of most satisfying effect, both in stately habit of growth, dense limbs and graceful foliage. Not hardy in areas of extreme cold.

3 to 6 inches, once transplanted.	9.00	\$72.00		
6 to 9 inches, once transplanted.	13.00	104.00		
9 to 12 inches, once transplanted.	17.00	136.00		

Erica Mediterranea Hybrida (Darley Heath)

This is one of the most attractive and desirable plants in its class grown in our nursery. Being a winter bloomer, hardy, equally good for rockeries, borders, groups and masses, it should be included in every planting.

9 to 12 inches, twice transplanted, BR specimens .....	.55	5.00	45.00	....
If you desire the above grade B&B add 15c per plant.				
12 to 15 inches, twice transplanted, B&B .....	.85	7.70	69.00	....

Erica Mediterranea Maxima

An upright heather to 4 or 5 feet. Vigorous grower with fine, very dense dark green foliage and producing a wealth of lovely purple-tinted flowers.

12 to 15 inches, twice transplanted, B&B85	7.70	69.00
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Juniperus Chinensis Pfitzeriana (Pfitzer Juniper)

This well known juniper can scarcely be excelled for terrace and mass planting. Upright training gives it a very individual habit of growth and greater range of landscape uses. It is hardy and a rapid, vigorous grower and thrives under adverse conditions of soil and climate. It has fine green foliage.

3 to 6 inches, once transplanted.	16.00	128.00		
6 to 9 inches, once transplanted.	20.00	160.00		

Juniperus Chinensis Sargentii (Sargent Juniper)

This juniper has been well proven as it has been grown in American gardens for more than fifty years. It was first introduced into the Arnold Arboretum from Japan by Prof. Sargent in 1892.

9 to 12 inches, once transplanted.	20.00	160.00		
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have been the worst I have ever experienced. We had only five complete digging days in April and since that time have been pestered with rains.

"As far as sales volume is concerned, business was as good as last year. However, we had to turn down many orders because of the shortage of material. Many items of lining-out stock were sold out two months before the season closed, particularly Pfitzer juniper. The demand for balled and burlapped evergreens, three times transplanted, was heavy and the supply short.

"We are experiencing considerable difficulty in booking orders for balled and burlapped evergreens which have to be shipped to distant points. Our business of that type is

gradually becoming smaller, because of excessive freight rates. Due to the increase in transportation rates, I believe it is going to be necessary for the nurserymen throughout the country to ascertain their needs and grow their own stock.

"The supply of stock for next season is definitely short. Landscape material is off the market here in northern Illinois."

Heavy Rain a Factor.

Delayed by heavy rains and a shortage of help so that they were still far behind in all of their work May 25, Miles W. Bryant, of Bryant's Nurseries, Princeton, Ill., writes of the spring season:

"I cannot remember when weather conditions have been so unfavorable

as they have been this spring. An extended severely cold spell around the middle of March, which carried the frost in the ground until late in the month, was followed by a cold, wet April. Despite all of the growing that we did, however, we suffered less from wet ground than did many of the other nurserymen in our area. We were not bothered at any time by standing water as were so many, even those located on high ground.

"It has been a pretty good season as far as sales were concerned. Early sales were very good, though the usual rush of orders from landscape men, which ordinarily develops with the opening of the planting season in April, was slow in materializing. It lasted much longer than usual into May, however, resulting in an over-

S—FOR FALL DELIVERY

Our supply is reasonably large, but the demand will be heavy.

Juniperus Conferta (Shore Juniper)

A low creeping juniper with dense, bright green foliage. Makes a heavy matted ground cover 6 inches high. A decidedly pleasing effect. Holds its vivid green color the year around. Very hardy.

	Ea.	Per 10	Per 100	Per 1000
9 to 12 inches, once transplanted	\$20.00	\$160.00

Juniperus Horizontalis (Bar Harbor Green Creeping Juniper)

This is a lovely green form of the above. During the winter months the foliage turns to a rich bronze. Procrumbent and trailing forming heavy compact mats of luxuriant foliage cypress-like in texture.

12 to 15 inches, once transplanted	24.00	192.00
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Juniperus Scopulorum (Rocky Mountain Juniper)

The well known and justly popular western juniper. A very hardy tree with a range from British Columbia to Colorado in the Rocky mountains. Thrives in cold or hot and dry sections.

12 to 15 inches, once transplanted ...	...	...	20.00	160.00
15 to 18 inches, once transplanted ...	...	...	24.00	192.00

Kalmia Latifolia (Mountain Laurel)

Native of the Appalachian mountains. Grows into compact, symmetrical shrub, densely covered with foliage. Leaves medium size, glossy and unchanging throughout the year. When in bloom the plants are literally bouquets of lovely, cup-shaped flowers, ranging from almost white to deep pink.

3 to 6 inches, once transplanted ...	...	...	14.00	96.00
6 to 9 inches, once transplanted ...	...	...	20.00	144.00
9 to 12 inches, once transplanted ...	...	...	26.00	192.00
12 to 15 inches, once transplanted ...	...	...	32.00	240.00

Nandina Domestica (Nandina)

A native of the Orient. Characterized by delicate foliage, the long slender leaves being frond-like. It bears large clusters of bright red berries which at times almost cover the top of the plant. Some of the leaves turn in autumn to attractive shades of red, bronze and scarlet.

9 to 12 inches, once transplanted ...	...	...	16.00	128.00
12 to 15 inches, once transplanted ...	...	...	20.00	160.00

Taxus Cuspidata (Japanese Yew)

This beautiful yew is a native of the Orient and is hardy, strong and dwarf. It is a spreading tree and in older specimens may reach a spread of 20 feet and height of 8 feet. Cuspidata is fine for hedges and can be held to a superb dwarf hedge only 12 to 15 inches tall, as it can stand any amount of pruning. It is equally good for medium hedges and is perfectly adapted to small homes. Has deep green foliage. Its long and continued use speaks much for the quality and desirability of the Japanese Yew. One of the most satisfactory of all dwarf evergreens for specimen and foundation use.

	Ea.	Per 10	Per 100	Per 1000
6 to 9 inches, once transplanted	\$13.00	\$104.00

Tsuga Canadensis (Canada Hemlock)

Native New Brunswick, to Wisconsin and south to Alabama. A well known conifer of graceful, pleasing habit of growth, and regarded by some landscape architects as one of the best of conifers. Perfectly hardy, withstanding low temperature without injury to tree or foliage. Foliage is heavy and attractive; needles are short. Is a naturally broadly pyramidal in form but can be grown to a rounded head, and lends itself well to pruning into hedges.

6 to 9 inches, once transplanted	13.00	104.00
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Tsuga Mertensiana (Mountain Hemlock)

This magnificent conifer is native of the Cascade mountains of western United States and Canada. In its natural habitat it is seldom found below an elevation of 3000 feet except in the more northern areas and braves the cold to timber line. In the loftier situations it becomes very slender and alpine in habit of growth and often verges into a pleasing blue. While native to the colder, more rugged areas, it thrives at the lower levels. Lovely either in groups or as specimen trees. The hemlocks as a whole are a most beautiful group of evergreens but the Mountain Hemlock may be said to be the handsomest of them all and is usually considered to be the West's most beautiful alpine conifer.

9 to 12 inches, once transplanted	24.00	192.00
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Prices quoted are net cash prices and include expert packing and delivery on lining-out stock to all points in the United States, Canada and Alaska. B&B Stock F.O.B. Portland. No packing charge.



SHERWOOD NURSERY CO.

Wholesale Propagators and Growers of Evergreens

141 S. E. 65th Ave.

Portland 16, Ore.

Catalog Ready About September 1. Trade Only.

all cleanup on ornamental material that was better than usual. The final sales volume was quite satisfactory."

Busy in Indiana.

Except for fruit trees, especially peach trees, the demand for all kinds of nursery stock was exceptionally good at C. M. Hobbs & Sons, Inc., Bridgeport, Ind., from which comes this report:

"The past winter was one of the worst that we have ever experienced. Very few days from Thanksgiving to the middle of March were fit for outside work. Winter damage was quite severe in this section, and a late spring resulted in a short but busy shipping season.

"We have had plenty of help, perhaps because we are near a large

city. We are making our usual planting in the nursery, but, because of the severe winter and heavy sales, we shall be short of some stock for fall. Some of our prices will advance on scarce items."

Small Fruits Move.

His firm's sales reflecting the good business trend throughout the country, Howard N. Scarff, of W. N. Scarff's Sons, New Carlisle, O., has this to say on spring business:

"The demand has been for a general line of nursery items with the exception of fruit trees, in which the interest has been largely for trees for small back-yard plantings rather than large home or commercial orchards. Small fruits have sold well both to wholesale and retail trade,

and supplies are completely sold out. There has been a noticeably increased interest in deciduous lining-out stock, with evergreen liners selling more slowly.

"Considerable winter damage to shrubbery, roses and evergreens is evident in many home plantings. Some plants are being replaced this spring, but apparently many homeowners are waiting to see if the appearance of their damaged plants improves during the summer.

"Nursery plantings in this section, however, range from normal to above normal. Favorable planting conditions and seasonable rains have assured reasonably good stands of stock lined to the field.

"Government airfields and war

[Continued on page 47.]

Plant Notes Here and There

By C. W. Wood

Knowing my interest in stone-crops, an Ohio reader recently sent a plant marked *Sedum forsterianum* for possible identification. I have probably had something to say about this name before, but it will bear repeating, because the name persists in both gardens and nurseries.

In the first place, there is no plant entitled to bear the specific name of *S. forsterianum*, so far as I can find out from the best authorities on the genus. In the second place, according to these same authorities, the name should be applied to a small, slender, green form of *S. rupestre*, with a round-topped inflorescence, and then becomes *S. rupestre forsterianum*. As a matter of fact, however, the material we usually see under this name, as was the case in the plant submitted, is a large, vigorous, somewhat glaucous *rupestre*. *Sedum rupestre* is so highly variable that it would be an endless nightmare to try to name all its forms now in gardens, and even to admit the plant usually sold as *forsterianum* only confounds the complicated mess we now have. Unless we have material approximating the original description made by Smith of the *forsterianum*, we have no valid reason for using the name. And even then it would be more accurate to make it a variety of *S. rupestre*. Praeger's comments on the problem of differentiating *rupestre* forms by reason of the shape of the barren shoot, the characteristic upon which many varieties have found their way into the confused literature, reads: "For ordinary purposes variety *forsterianum* (the small, slender green form) and variety minus (glaucous like the type, but much smaller in all its parts) alone seem worth distinguishing."

Two Umbellifers.

While I was going over plans for an estate planting this morning, two umbellifers in the list struck me so forcibly that I thought a few words on them might interest readers of the *American Nurseryman*.

The first, *bupleurum*, seems to be little known in this country, a state of affairs which has no doubt been brought about by gardeners' procuring weedy kinds as a result of their first effort. And that would not be hard to do, either, for the genus seem to be well supplied with weeds.

There are, however, a few kinds among the seventy or more species known to botanists good enough to adorn almost any garden. Probably the best of the better known ones is *Bupleurum fruticosum*, a shrubby plant from southern Europe, being confined naturally to Spain and southern France, I believe. There it is said to be evergreen, and it would probably be the same in our southern states. Here in northern Michigan it always lost its foliage and often its life in exposed situations. It is one of the few species of *bupleurum* that I have seen with a showy involucre, which is reflexed in this case. It also has reflexed bracts, yellowish in color, surrounding the umbels. If you are interested and can find them, other good garden *bupleurums* are *B. aureum*, *B. croceum* and *B. falcatum*, all with yellow bracts and brownish flowers. All must be grown from seeds, which should be fresh, and all require a sunny situation.

Because so many of the giant fennels are ill-smelling, it is necessary to choose them with care for garden use. About the only one that is known at all in American is *Ferula communis*, an 8 to 10-foot plant, with the finely divided leaves and numerous umbels of yellow flowers

characteristic of the race. These two characteristics are the glory of the genus, and, when one finds a species which has them and yet lacks the usual bad odor, he is sure to have a good garden plant and especially a spectacular one. Most of the kinds known in gardens, including the present one, are best grown in a rather moist soil, but I have had a few from the deserts of central Asia that survived on little moisture after the spring rains. All that I know are giants, some as tall as twelve or fourteen feet.

Soapworts.

It has been on my mind for some time to give a little attention to the soapworts, and an inquiry this week on *Saponaria nana* brings the notion to the fore.

The first soapwort that comes to mind when they are mentioned is the ubiquitous *Saponaria ocymoides*. This one was greatly overused while rock gardening was the rage. Even now it palls on many gardeners, but it still has its uses and will probably

Evergreens

Barberry

Privet

Write for wholesale price list.

GARDNER'S NURSERIES

Rocky Hill, Conn.

LINERS

Ask for list.

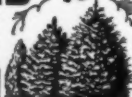
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Box 25 NEW LONDON, CONN.

20 MILLION TREES A YEAR!

Complete line of Nursery Stock—Evergreen Seedlings and Transplants, Hardwood Seedlings, Fruit, Shade and Nut Trees, Roses, Berries, Shrubs and Rhododendrons.

MUSSER FORESTS, Inc.
Indiana, Pa.



NORTHERN-GROWN LINING-OUT STOCK

<i>Betula papyrifera</i>	Per 100	Per 1000
1 to 2 ft.	\$ 6.00	\$50.00
2 to 3 ft.	8.00	70.00
3 to 4 ft.	25.00	....
4 to 6 ft.	40.00	....
<i>Clethra alnifolia</i>		
4 to 18 ins.	6.00	50.00
<i>Ilex verticillata</i>		
1 to 2 ft.	6.00	50.00
<i>Syringa vulgaris</i>		
1 to 2 ft.	6.00	50.00
<i>Viburnum cassinoides</i>		
1 to 2 ft.	6.00	50.00

EVERGREENS

<i>Abies balsamea</i>		
4 to 8 ins.	4.00	25.00
8 to 12 ins.	8.00	60.00
<i>Thuja occidentalis</i>		
6 to 9 ins.	4.00	25.00
6 to 12 ins.	5.00	40.00
<i>Tsuga canadensis</i>		
4 to 8 ins.	4.00	20.00
8 to 12 ins.	6.00	50.00

EVERGREEN TRANSPLANTS

<i>Thuja occidentalis</i>		
6 to 9-in. trans.	8.00	75.00
<i>Tsuga canadensis</i>		
4 to 8-in. trans.	12.00	100.00
8 to 12-in. trans.	18.00	....
12 to 16-in. trans.	30.00	....

The above stock is first-quality collected lining-out stock, except as otherwise noted. Send for complete list of Hardy Native Ferns, Lilies, Orchids, Wild Flowers, Trees, Shrubs and Evergreens.

ISAAC LANGLEY WILLIAMS

P. O. Box 352
EXETER, NEW HAMPSHIRE

always be in demand, especially as a ground cover where it can spread unhampered either in sun or part shade.

We make a mistake, however, if we confine our attention to this one kind when there are others of even greater merit awaiting our discovery. Of these, *S. caespitosa* is usually the most readily available and certainly is one of the best. It does not spread like its more popular relative; instead, it makes tufts of gray-green, with rosy-pink flowers on 4-inch stems during most of May and June. It requires sunshine and soil of little fertility, doing best here in my garden in what is popularly known as the scree. In ordinary language, scree is a medium made up of mostly gravel with a little finely pulverized leaf mold added.

Another of the small, restrained soapworts, *S. lutea*, might not appeal to many by its description alone, for pale yellow would normally indicate something rather dull. Actually, though, the plant, with its yellow heads of flowers set off with violet stamens, is quite exciting to the lover of the unobtrusive. In the meager soil of the scree, where it should be grown, it grows two or three inches high and blooms during June in this section.

It is not easy to go further in the soapwort clan and be sure that one is on safe ground in his nomenclature. I shall attempt it, however, because in the tangle will be found the name mentioned by our inquirer.

There is one little mat maker in the lot, if lot there be, which I suspect is the true *S. pulvinaris*, though it appears in gardens and nurseries under several other names, including *S. pumilio* and *S. libanotica*. It makes a low mat of small linear leaves and bears a profusion of rose-pink to rose-red flowers in late June or July, the blooming season lasting about a month. It is a lovely little ground cover for scree soil.

I often wonder if there is such a thing as *S. pumilio*. "The Cyclopedia of Horticulture" gives it as a synonym of *S. pulvinaris*, while plants grown from European seeds under the label of *S. pumilio* have, in my own case at least, turned out to be *Silene pumilio*, which in turn is synonymous with *Saponaria nana*. It is a frightful tangle and its unraveling would take more of a botanist than I am. The plant that I have in mind makes tiny hummocks of foliage, on which sit stemless, notched, rose-pink flowers, "resembling small carnations," as one observer notes. It is not easy to grow, according to experience here,

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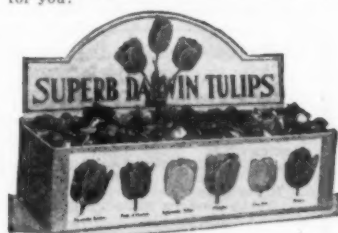
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Dunlap	.40	1.00	2.00	7.00
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apparently requiring a soil which contains not a hint of lime.

All soapworts that I know are easy to grow from seeds, though the hybrids, such as *S. lacta* and *S. boissieri*, neither of which is covered in these notes, cannot be expected to come true from seedage. Soapworts may also be propagated by division and from cuttings. Cuttings of the trailers root readily after the flowering season, and the tufted kinds are probably best at that period, too, though they also may be handled fairly easily just as they are coming into growth in spring.

California Sunbeam Flower.

It is just twenty years ago this spring that I was lucky enough to obtain a few plants of the California sunbeam flower, called either *Diplacus glutinosus*, or *Mimulus aurantiacus*. It is a shrubby plant from the Pacific coast, from Oregon and California. I knew that it would not be hardy but could see no reason why it could not be dug and carried over winter in a cellar, with new plants being grown from fresh cuttings in late winter. Everything turned out just as planned, including a summer-long production of its 5-parted buff-apricot flowers on plants eighteen inches to two feet in height. I said at the time, and I still think I was right, that here was a plant of great possibilities in our southern states and even in the north if it were handled with the understanding that it is tender to cold. Although I have not seen it in years, it offers an opportunity for growers with outlets for unusual plants.

The Creeping Forget-me-not.

That favorite of many an old-time garden, *Omphalodes verna*, commonly called creeping forget-me-not, blue-eyed Mary and many other intimate names, seems to have lost, if it ever had, the fancy of modern gardeners. Either that or present-day garden makers do not know there is such a plant. It might pay the neighborhood grower to show it to his customers.

Some of the omphalodes species, such as *O. luciliae*, for instance, and in a lesser degree *O. cornifolia*, or *O. cappadocica*, are fickle enough to try the patience of the most proficient gardener. The creeping forget-me-not, however, is the perfect gift to the careless, asking for no more than a deep, well drained soil, some shade and a little moisture in dry weather. It spreads by means of runners, stretching out in all directions, sometimes at an alarming

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rate. It should not be placed near frail plants, though its leafage is not dense enough to bother any except the most delicate. Its low stature permits its use in the shaded or partly shaded rock garden or wall, where a blue canvas is wanted during the month of April and, if all goes well, into May. Too, it has numerous uses in the woodland picture and in shrub borders which are not too dry. The flowers, bluest of blue, come in short racemes in great abundance. Propagation is easy from divisions.

WHILE visiting the trade on Long Island last month, August Bosenberg, of Somerset Rose Nursery, New Brunswick, N. J., was taken ill with pneumonia.

NAMED consultant in the new service of Libbey-Owens-Ford Glass Co. to assist homeowners in correctly landscaping their picture windows was Mary Deputy Lamson, landscape architect of New York city.

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GEORGIA MEETING.

The fourteenth annual meeting of the Georgia State Nurserymen's Association was held May 7 and 8 at the Hotel Henry Grady, Atlanta. After the call to order by president Samuel J. Pettyjohn, the welcome was given by Mayor William B. Hartsfield and the response for the nurserymen by Donald M. Hastings, Atlanta.

Addresses at the morning session were given by Dr. Reid Hunter, Atlanta, on "What John Q. Public Expects of the Nurseryman"; C. H. Alden, director of the state department of entomology, Atlanta; F. E. Johnstone, head of the department of horticulture, University of Georgia, Athens, on "What the University Has to Offer Georgia Nurserymen Now, and Plans for the Future," and Dr. F. F. Cowart, director of the state experiment station, Experiment, on "New Developments in Fruits and Small Fruits."

The first part of the final session the next morning was given to a talk on "What the American Association of Nurserymen Means to Georgia Nurserymen," by John Wight, Cairo, vice-president of the A. A. N. A business meeting followed, and a main topic of discussion was the possibility of merging the Georgia State Nurserymen's Association with the Georgia Florists' and Nursery Association.

ROSE SHOW DEDICATED TO GEORGIA NURSERYMEN.

"Because he is and always has been the best friend that we have ever had" is why the garden club of Thomasville, Ga., honored Samuel Conrad Hjort, president of Thomasville Nurseries, Inc., Thomasville, Ga., by dedicating the 1951, thirtieth annual rose show to him. It was the first dedication ever made of the club's most outstanding project.

In 1921 Mr. Hjort helped work out plans for the initial Thomasville rose show and has since been a guiding influence in annual shows, except in 1935, when he was confined to the hospital. This year Mr. Hjort is chairman of the garden club's committee to identify cut roses for the show and also of the local activities committee of the local chamber of commerce, which helps back the rose show. For a number of years Mr. Hjort was a member of the American Rose Society's committee of consulting rosarians, and he is an active member of the Georgia Rose Society. He is a past president of the Georgia

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State Nurserymen's Association, and his firm is also a member of the American Association of Nurserymen.

Mr. Hjort's knowledge of roses and nursery work has been gained from his father, who started the Thomasville Nurseries in 1898, shortly after emigrating from Denmark. Sam Hjort joined his father in business in 1919 and became president of the firm in 1930, when his father retired. Two of his four children, Paul and Sarah, are now engaged in the nursery business with him.

Held April 27, the Thomasville rose show included a festival parade of rose-bedecked floats, rose exhibits, special luncheons and dances, crowning of a rose queen and plantation and garden tours. The main rose field of the Thomasville Nurseries was open to visitors. The annual meeting of the Georgia Rose Society was held April 28 at Thomasville in conjunction with the rose show, and Dr. R. C. Allen, executive secretary of the society, was the main speaker. Mr. Hjort led an open forum discussion of roses.

RECUPERATING from a heart attack suffered in April is E. F. Weaver, founder of Weaver Bros. Nursery, Wichita, Kan.

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HARMONY, PA.

Coming Events

MEETING CALENDAR.

June 17, Association of Kansas Landscape Architects, Salina.

June 22 and 23, New Mexico Association of Nurserymen, Hilton hotel, Albuquerque.

June 24 to 26, Mississippi Florists' and Nurserymen's Association, Edgewater Gulf hotel, Gulfport.

June 26 and 27, Missouri short course for nurserymen, Tiger hotel, Columbia.

June 27 to 30, Western Shade Tree Conference, Heathman hotel, Portland, Ore.

July 12 and 13, conference in nursery and landscape management, Michigan State College, East Lansing.

July 15 to 19, American Association of Nurserymen, Roosevelt hotel, New Orleans, La.

August 1, New Jersey Association of Nurserymen, Howe Nurseries, Pennington.

August 6 and 7, National Mail Order Nurserymen's Association, Hotel La Salle, Chicago.

August 9 and 10, New York State Nurserymen's Association, Roger Smith hotel, White Plains.

August 13 to 15, Southern Nurserymen's Association, Hotel John Marshall, Richmond, Va.

August 21 to 23, Ohio Nurserymen's Association, Zaleski state park, Zaleski.

August 27 to 31, National Shade Tree Conference, Netherland Plaza hotel, Cincinnati, O.

August 30 and 31, short course for nurserymen, Ontario Agricultural College, Guelph, Ont., Canada.

September 24 to 26, California Association of Nurserymen, Yosemite National Park.

MISSISSIPPI PROGRAM.

Plans are now complete for the annual convention of the Mississippi Florists' and Nurserymen's Association, to be held June 24 to 26 at the Edgewater Gulf hotel, Edgewater Park, according to F. S. Batson, secretary. Requests for room reservations should be made directly to the hotel.

The first events on the official program will be a president's breakfast and a designer's breakfast at 7:30 a. m., June 25, with a general assembly at 10 o'clock. An invocation will be given by Rev. J. N. Brown, pastor of the First Presbyterian church, Gulfport. A. P. Shoemaker, manager of the hotel, will extend a welcome to conventioners, followed by a response by John Harkins, president of the association. After the secretary's report, there will be a business meeting and an address entitled "Are You Taking Advantage of the Services Offered by Mississippi State

College?" by Ben Hilbun, administrative assistant to the president at the college.

In the afternoon will be a design school for florists and a growers' school. Addresses at the growers' school will be given by Roy A. Klages, of Mississippi State College, on "Merchandising Your Product"; by Walter E. Davis, also of the college, on "Propagation of Woody Plants by Seeds," and by Prof. F. S. Batson, of the department of horticulture at the college, who will give a "Report on Winter Hardiness and Grafting Experiments with Camellias." In the evening will be a banquet at 7:30 o'clock, at which Jimmy Arrington will be the feature speaker, followed by dancing.

On the morning of June 26, the design school and the growers' school will again be held. Speakers at the growers' school will include William B. Patterson, of Rosemont Gardens, Montgomery, Ala., whose topic will be "Merchandising and Pricing

AMERICAN NURSERYMAN

Flowers"; W. W. Broome, Jr., of Broome's Flowers, Natchez, and Prof. E. W. McElwee, of the department of horticulture at Mississippi State College, who will share the topic "Chrysanthemum Growing."

MICHIGAN CONFERENCE.

The theme for the annual conference on nursery and landscape management to be held July 12 and 13 at Michigan State College, East Lansing, will be "Modern Horticultural Practices." The principal speaker on the program, which is slanted toward landscape nurserymen, will be Prof. Roy B. Hull, of Purdue University, Lafayette, Ind.

Arrangements have been made for nurserymen and their guests to stay at Shaw Hall, a new dormitory. All meetings will be held in the Agricultural Engineering Auditorium, within easy walking distance. Tours are being planned to Beal Botanical Gardens, the forest nursery, the lawn plots and the rootstock orchards, all directed by the college.

A general assembly at 9:45 a. m. July 12 will open with welcom-

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What it is—WEEDNIX (sodium isopropyl xanthate) is a dry yellow powder that is water soluble and is usually applied as a spray.

How it works—WEEDNIX is a contact herbicide that is not translocated. It is believed that it goes through the cell wall of the plant itself, eliminates chlorophyll and possibly some specific element necessary for proper physiological functioning of the plant. It decomposes quite rapidly on plant surfaces; consequently there should be no residue problems on food plants.

Use it on—herbaceous annual weeds such as purslane, pigweed, lamb's-quarters, redroot, chickweed, ragweed, crab grass, goosefoot and foxtail which have been success-

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ing addresses by Dr. Roy Marshall, of the department of horticulture, and Dr. H. B. Tukey, head of the department of horticulture, both at the college. Also scheduled for the first morning of the conference are a speech, entitled "Landscape Design," by Prof. W. A. Malone, of the department of landscape architecture at the college, and progress reports by members of the college faculty.

After luncheon at Shaw Hall, the early part of the afternoon will be devoted to a discussion, under the leadership of Harold E. Hunziker, of M. J. Hunziker & Sons, Niles, of the need for and the possibility of forming a state landscape council. Beginning at 4 p. m., tours will be conducted around the campus. At the same time the Michigan State College Nursery and Landscape Forum meeting will take place at Shaw Hall.

That evening Ernest N. Stanton, owner of Westcroft Gardens Nursery, Grosse Ile, will discuss "Azaleas and Rhododendrons," and Professor Hull will talk on "Choice Landscape Materials and Their Use in Planting Design." Chairman for the evening will be Prof. F. L. O'Rourke, of the department of horticulture at the college.

Sessions for Friday, July 13, begin-

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For the first time members will have the opportunity to visit landscape nurseries in Westchester county. Howard C. Taylor, of Rosedale Nurseries, Eastview, has volunteered to head arrangements for the meeting and has asked Louis Weinstock, of Pound Ridge Nurseries, New Canaan, Conn., and William Jackson, of Lewis & Valentine, Roslyn, to assist him.

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Our representatives at the Convention will be:

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R. S. Mullison

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The program will include a short business session on the evening of August 21, with reports from delegates to the A. A. N. convention at New Orleans and a report from the association's legislative committee about the passage of the mechanics' lien law amendment. The following evening there will be a showing of slides. Entertainment at the meeting will include a horseshoe-pitching contest for association members, an exhibition baseball game, boating, fishing, volley ball and other recreation provided by the park.

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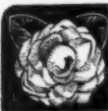
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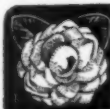
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Louisiana Convention

Attendance at the convention of the Louisiana State Horticultural Association, at Baton Rouge, May 20 to 22, numbering nearly 400, was almost entirely of florists. The nurserymen will hold their own convention at Covington in September. The few who appeared for the nurserymen's clinic and tour felt well rewarded.

Vernon U. Hunt, proprietor of Hunt's Flowers, Baton Rouge, was elected president, as fitting acknowledgment of his work as general convention chairman and as director during the preceding year. As vice-presidents, Edward Aragon, of Vogue Flower Shop, New Orleans, was elected to represent the florists' group; Richard Straughan, Lorange, nurserymen; Miss Catherine Huber, of the Jennings Nursery Co., Jennings, landscape group; J. Hamilton Cade, Alexandria Seed Co., Alexandria, seedsmen, and Ed A. Sanders, Sanders Wholesale Florist, Shreveport, allied trades. George P. Dupuy, Dupuy Florist & Nursery, New Orleans, was reappointed secretary-treasurer by the board of directors. Among the holdover directors is Rene J. Casadaban, Abita Springs.

Landscape Group Meets.

Preceding the opening of the convention, a meeting of landscape nurserymen and landscape architects had been called for Sunday afternoon, May 20, by Miss Catherine Huber, who represents the group on the board of directors. The purpose was to organize those persons operating as landscape gardeners and landscape architects under the Louisiana law, for the purpose of advancing their interest both in the organization and in the state.

Following Miss Huber's outline of the situation facing them and considerable discussion on the part of the dozen or so attending, it was decided that Miss Huber would ask that nominees be presented from the landscape gardeners, the landscape architects and the students in these subjects at the state university, from which members of a committee would be elected at the nurserymen's state meeting in September.

Manuel Zabala explained the present situation with regard to the state law. The present act, 224, was passed about two years ago, to replace a legislative enactment which had never been enforced. Under the

present law, the governor appointed the Louisiana horticultural commission, seven persons representing various branches of the industry, to set up and enforce regulations covering examinations, licenses, etc. Several months ago a nurseryman at Alexandria pleaded guilty to operating without a license and was let go by the judge without a fine. Several street corner sellers of cut flowers were arrested at New Orleans on All Saints' day for operating without a license, and if one of these opposes the authority of the commission, as is expected, the case will be carried to the Court of Appeals and, if necessary, to the state Supreme court. By this procedure it is hoped to obtain a judicial interpretation of the law which will make its enforcement more effective.

Clinic at University.

Monday afternoon, a group of twenty nurserymen gathered at the Horticultural building of Louisiana State University for a clinic.

Prof. Ira S. Nelson and Dr. James A. Foret, respectively, professor and associate professor of horticulture at Southwestern Louisiana Institute, discussed research projects at their institution, and afterward the group

AMERICAN NURSERYMAN

examined the new buildings and field plantings of the horticulture department at L. S. U.

Professor Nelson expressed the belief that the growing of roses in that part of Louisiana, in what he called crayfish soil, was due to the flat, undrained, compact character of the land. So at S. L. I. land was plowed to 25-foot ridges on which were made raised beds several inches high, on which the rose plants were set and then covered with soil to the graft union and then with a mulch partially covering the graft. So far the result was more blooms with less pruning.

Tests had demonstrated that large-flowered dahlias produced more and larger blooms if planted as late in the spring as the tubers could be held. The miniature varieties will produce two crops of bloom if planted in autumn.

The small-flowered varieties of chrysanthemums, planted outdoors, will give as many flowers, plus foliage to the ground, from rooted cuttings set out June 1 as those set out earlier. The plants set out earlier

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Spray, paint or dip transplanted trees and shrubs to reduce loss of moisture and winter wind burn.
55-gal. drum....\$63.25 5-gal. drum.....\$7.00
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Protect young nursery stock. Nonpoisonous. Applied by spraying or painting.
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MANY VARIETIES

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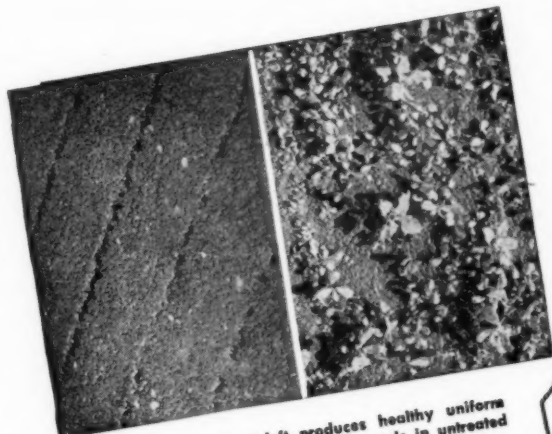
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► DOWFUME MC-2

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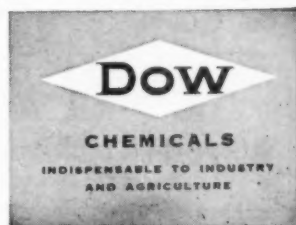
Treated seed bed at left produces healthy uniform growth of violas. Note grass and weeds in untreated area at the right.

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than June 1 produced leggy plants which lost the lower foliage. Those set out later were dwarfer and produced fewer flowers.

All-American Rose Selections, Inc., has established a rose test garden at S. L. I. where forty varieties are grown under number for report after two years' trial. Professor Nelson reported trying out the old varieties of roses found growing on the back roads of Louisiana by propagating them on own roots. Some of these seem specially adapted to the conditions of the locality; the problem is to identify them accurately.

Dr. Foret, who joined the staff at S. L. I. last autumn, mentioned projects he is starting, such as grafting camellias by a cheaper method, making field trials of chemical weed controls, making fertility experiments with camellias and studying camellia understocks.

Two Years' Work.

Only two years ago the horticultural work at Louisiana State University was expanded from fruit and vegetable work to include ornamentals by a special appropriation of the legislature, explained Dr. W. B. Kimbrough, head of ornamental research there, and his assistant, Prof. R. H.

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California Lovell Peach,
Apricot and Myrobalan seeds.

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"Supreme" Quality
SEEDS—PLANTS—BULBS

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Fruit Trees and Berries
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Plum Seedlings
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Philadelphus Minnesota Snowflake
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Growers of Quality Evergreens
Lining-out Stock a Specialty
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Established 1864 STURGEON BAY, WIS.

WELLER'S PERENNIALS
With That Wonderful Root System
Headquarters for
HARDY MUMS AND PHLOX.
Ask for our Perennial Catalog.
WELLER NURSERIES CO., Inc.
Leading Perennial Growers
HOLLAND, MICH.

Hancey. The generous appropriation permitted the erection of a handsome Horticultural building, in keeping with the other campus structures, as well as several greenhouses of various sizes and a lath house which apparently was built to endure. The creosoted posts are nearly as large in diameter as telephone poles, while the stringers and crossbars are likewise substantial. In place of laths, 4-inch strips of Flexboard, a Johns-Manville product, were nailed to the crossbars. These strips are cheaper than cypress laths, said Dr. Kimbrough, and their durability will be watched with attention.

As the group toured the field plantings, the greenhouses and the lath house, the various plantings and tests were explained to it. In the camellia plantings are tests of mulches, fertilizers and varieties. One row has thirty varieties of hibiscus, which Dr. Kimbrough thinks a valuable plant even if it has to be grown as an annual in Louisiana. Especially striking is the half-acre of 3-year-old roses, large and sturdy and just past what was obviously luxuriant bloom. Tests are under way to see which fertilizers are most productive of bush and bloom. Nearby were gladiolus seedlings and hemerocallis with which Dr. Kimbrough has been working.

One greenhouse has been erected to see if it will serve chiefly as a lath house. Top and sides have been covered with plastic screen, which is said to keep out twenty per cent of the light.

Visit Nurseries.

The following afternoon, under the guidance of Laverne Harper, two cars of visitors spent several hours inspecting the plants at nearby nurseries.

Frank Polizzotto, on Highland road, carries several acres of stock at this address for landscape work, an additional thirty acres being devoted to nursery stock farther out. By root pruning he is able to transplant stock out of season to a considerable degree.

H. P. Brashear, at Brashear's Nursery, on Perkins road, carries a good line of garden supplies, floral containers and accessories in his shop, in addition to shrubs, evergreens and foliage plants in the lath house and grounds back of the shop.

Floyd McKee operates McKee's Nursery Garden Center, on Florida street, on the outskirts of town, where everything is arranged in spick-and-span shape in beds for customers' selection. The lath houses are screened

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Plum, Cherry and Apricot.
100,000 1-yr. Montmorency.

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Established 1875.

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2-yr., Field-grown

White F. K. Druschki, also called
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	Each in 100 lots	Each
No. 1	50c	55c
No. 1 1/2	40c	45c

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Growers at Wholesale of a General Line of HARDY NORTHERN STOCK

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by a picket fence from the public that stops in the large parking area in front. Ornamental stock is grown at his extensive nursery at Covington.

The Magnolia State Nursery, on Greenwald Springs road, shows the interests of L. C. Harper and his son, Laverne Harper. Shrubs and trees are grown for the firm's landscape work, while the propagating house contains batches of one thing or another that interest the younger Harper, whose particular specialty is the Louisiana iris, become popular in recent years through the publicity it has received nation-wide.

WISCONSIN CROP TAX.

During the past season some assessors in the state of Wisconsin have been endeavoring to assess nursery stock as personal property, although the statutes exempt "growing crops and medicinal plants." The current trouble arose from the fact that when the legislature streamlined certain sections of the statutes last year the words "nursery stock" were omitted. That phrase had been put in the law about ten years ago as the result of efforts on the part of the Wisconsin Nurserymen's Association.

The association will again endeavor to introduce a bill to change the wording of the statutes so as specifically to exempt nursery stock. In the meantime secretary Thomas S. Pinney had obtained a letter from Forrest W. Gillett, director, division of property taxation, Wisconsin department of taxation, which interpreted section 70.111 (4) as follows: "The conclusion was that it seemed to be the legislature's intent that growing crops would include not only hay, grain, corn, etc., but also trees grown on a farm devoted to nursery purposes, all items limited to those in the ground and growing. As far as nursery or greenhouse products are concerned, there would be a distinction between those grown in fields in the open and those grown in a greenhouse in flats, on shelving tables and in pots. When

PYRAMIDAL ARBORVITAE
Monroe, Michigan, Grown.
These are fine, full, uniform specimens.
Each per 10

2 to 3 ft.	\$2.75
3 to 4 ft.	3.75
4 to 5 ft.	5.00
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WOODWARD GLOBE ARBORVITAE
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12 to 15 ins.	\$1.35
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CHOICE BOXWOOD
Buxus Sempervirens, Hardy-grown at our Virginia branch from Monroe cuttings.
Each Each
1 to 9 10 up

12 to 15 ins., B&B.	\$1.80	\$1.65
15 to 18 ins., B&B.	2.50	1.95

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MONROE

The Monroe Nursery

MICHIGAN

TAXUS MEDIA HICKSI

Fine heavy plants.

	Each	Each	Each
	1 to 4	5 to 9	10 up
1 1/2 to 2 ft.	\$4.90	\$4.65	\$4.40
2 to 2 1/2 ft.	6.60	6.35	6.10
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Michigan-grown Fruit Trees

We have a fine assortment of Apple, Pear, Cherry, Plum and Peach. Fruit trees are really selling again.

Shrubs and Roses are scarce.

We have fine shrubs in quite a few varieties to wholesale, but the supply is not too large. This is also true on roses.

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OUR NEW LIST

containing Kolkwitzia, Smoke Tree, Rhodotypos, European Linden, Exochorda, Viburnum and many other seedlings and transplants, will be ready in August. If you would like a copy, please write us.

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30,000 Potted Taxus Liners

1, 2 and 3-year.

Weigela Eva Rathke, transplants.
Viburnum Rhytidophyllum.

HUMPHREYS LANDSCAPE SERVICE
MT. STERLING, KY.

any growing crop, normally exempt, is taken from the ground and becomes an article for sale, it would be subject to assessment."

B. J. MANAHAN RETIRES AS GENERAL MANAGER.

B. J. Manahan has announced that on June 30 he will retire as general manager of the Pontiac Nursery Co., Romeo, Mich. After over thirty years on the job he feels that younger blood should take over some of the activities. However, he will retain the presidency of the company and devote a portion of his time to directing its policies and promotional activities. William Conway, who has been with the company for a number of years, will take over as general manager on July 1.

Mr. Manahan's son, Richard, who has completed his studies at Michigan State College, will join the board of directors. He expects to leave for military service about September 1, but after his discharge will take an active position in the company.

AUTOMOBILE ITINERARIES TO NEW ORLEANS.

[Concluded from page 11.]

Rouge. Between Baton Rouge and New Orleans there are two interesting routes to follow if you take a day or two off to enjoy them. These are the east and west bank Old River roads. Along the east bank you will find, among others, Ormond Plantation House, Destrehan Manor and Voisan Place, which is a good example of the early Louisiana plantation. There are also many interesting homes along the west bank. One of the most outstanding is Oak Alley. This classic Greek revival type home is seen through the famed oak alley, a double row of live oak trees. The best time to allow for these tours would be after the convention, so that we could help you with your plans while in New Orleans.

Mrs. George Anding sent me a wonderful book when I asked her about these roads. The book is "Louisiana Tours" and costs \$2. If anyone is interested in really studying the Louisiana byways he could write to Mrs. Anding, 7716 Maple street, New Orleans, La., and she will be happy to obtain one for you.

Well, as you can see, we love south Louisiana and hope you will, too. We can't begin to describe New Orleans, but we certainly plan to show you the city. And if you want to spend a week or two extra in Louisiana and would like to visit St. Martinville, home of Longfellow's

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H. G. Benckhuysen. Boskoop. Holland

Azaleas, Rhododendrons, Magnolias, Peonies, Ornamental Trees and Shrubs, Perennials — Quality Stock in All Leading Varieties. Trade catalog on request.

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Shrubs and Trees,
including liners.
Rhododendrons and Azaleas
Hardy Perennials
Peonies
NOVELTIES IN ALL LINES
Ask for wholesale catalog.

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Apply for List.

Evangeline, or travel the river roads, or go crabbing down on Grand Isle, ask us to help you plan your trip. We'd love to—we might even join you!

As for clothes, slacks and sport shirts are in order for the men, and cottons for the ladies. While the climate for Texas and northern Louisiana is a dry heat, southern Louisiana heat is rather muggy, but the nights are generally pleasant. The ladies will find a lightweight coat in taffeta or linen adequate on this trip. Most of the days in New Orleans will be taken up with the convention proper, and many of the places are air-conditioned so you can select your

FOR AUTUMN

Fruit Tree Stocks —
East Malling Types

ROSES, including latest
novelties.
SHRUBS and
Ornamental Trees.
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other Evergreens.

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wardrobe accordingly; informal cottons with white gloves for street wear. New Orleans ladies are known the world over for their white gloves! See you in New Orleans!

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Minnesota Fruit Breeding Farm creations.

Bush Cherry and Plum Seedlings.

SUMMIT NURSERIES
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We Offer

OUR USUAL SUPPLY OF NURSERY STOCK

Apple	Peach	Pear
Plum	Cherry	Apricot
Figs	Grapes	Pecans

June Bud Peach
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Ornamental and Shade Trees

Send us your want list;
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VINES and BULBS

Vinca Minor, Medium clumps. Per 1000 \$25.00

Hall's Honeysuckle.
Medium clumps 25.00
Per 100 Per 1000

Cypripedium Hirsutum.
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Large bulbs \$ 6.00 \$50.00
Cardinal Flower, Lobelia.
Deep red 10.00 75.00
All items can be shipped on short notice.

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From the Center of the South

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319½ Georgia St., Louisiana, Mo.

Loss and damage claims against railroad and express companies collected.

Freight bills audited.

Past due notes and accounts collected.

Well known to the nurserymen of the country.

Reference: Bank of Louisiana.

NEW ORLEANS MEETING.

Host to the New Orleans Horticultural Society for its meeting May 17 was Jeff Steckler, of Steckler Seed Co., New Orleans, La. In the temporary absence of president Bill Kraak, secretary George Dupuy opened the meeting, at which Rene Casadaban, of Casadaban's Nurseries, Abita Springs, was appointed chairman of the annual summer outing to be held at Fontainebleau state park, Mandeville. A date in July is to be selected for the outing.

After business proceedings were closed, Elsas Rocquin conducted a plant forum, assisted by Earl Zahn, Joe Lombardo, Bill Kraak, Henry Kraak and Rene Casadaban. Its purpose was to familiarize retail florists with the appearance in different stages, and with the botanical names, of various nursery and pot plants. John Canone spoke on growing chrysanthemums, and Henry Kraak talked on the growing of ornamental trees and palms.

A buffet supper was provided by the Steckler Seed Co. to conclude the meeting.

N. L. N. A. PROGRAM.

[Concluded from page 12.]

Kamrath, MacKie & Kamrath, architects, Houston, Tex., whose talk will be entitled "An Architect's Views on Landscape Design."

The afternoon session will be devoted to two talks by guest speakers and a report by a member of the association. The talks will be "Mechanization in Landscape Work," by J. A. Aitken, Rosehall Nurseries, Brantford, Ont., president of the Canadian Association of Nurserymen, and "Louisiana Gardens," by Ralph Ellis Gunn, landscape architect, Houston, Tex. Homer K. Dodge, of the Landscape Service Co., Framingham, Mass., chairman of the N. L. N. A. educational committee, will report on his recent tour on behalf of this committee in a talk entitled "A Month with the Western Landscape Men—Professors and Nurserymen."

ANNOUNCEMENT has been made by G. W. Pringle, president of the Florida Nursery & Landscape Co., Leesburg, Fla., that his firm has been awarded a contract for landscaping the Sun-Set homes extension, a public housing project at Augusta, Ga., which covers twenty acres of land and will contain 225 homes. The project will cost almost \$2,000,000.

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Apple, 1 and 2-yr., Dwarf and Standard.

Pear, 1 and 2-yr., Dwarf and Standard.

Plum, 1 and 2-yr.

Sweet and Sour Cherry,
1 and 2-yr.

Quince, 2-yr.

Apricot, 2-yr.

Peach, 1-yr.

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SMALL FRUIT PLANTS and VEGETABLE ROOTS

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SMALL FRUIT PLANTS

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SMALL FRUIT PLANTS

Thirty varieties of Grapes, including the

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Evergreens—Shrubs
Asparagus—Rhubarb
Send for Complete Trade List.

W. N. SCARFF'S SONS
NEW CARLISLE, O.

This Business of Ours

Reflections on the Progress and Problems of Nurserymen

By E. Sam Hemming

AQUATIC PLANT NURSERY.

Some twenty years ago, shortly after the rock garden craze, there was a fad of planting a pool in every back yard. Judging by current nursery catalogs and garden magazines, I gather that interest in such aquatic plantings is returning. Like all fads, that for planting garden pools was overdone. When appropriately located, a water garden can be extremely attractive and interesting. We, too, were taken with the craze, and as we had an old meadow through which ran a brook, we had an ideal spot. Our development was a little too ambitious and our construction not properly planned so that a 17-inch rainfall carried the dam away, but there was every indication that the aquatic garden could have been made to pay its way directly as well as attract sight-seers. Water seems to intrigue visitors much more than just plantings of nursery stock.

We had the upper area of the meadow cut up into ten ponds, each about 10 feet by 10 feet, with the water level maintained by a small dam to a depth of a foot or less. A different variety of water lily was planted in the mud in each pond. When we sold a plant, we would dig out a growing point with a piece of root and wrap it up in burlap with some mud and a rock (to sink it), leaving the ends open so that the roots could come out. We also had some boxed for setting in small concrete ponds. Incidentally, the plants always seemed to grow best in warm shallow water. When they are planted too deep the stems are long and thin and the flowers and leaves are small.

In a larger pond, which covered at least an acre, we planted the lotus (*Nelumbo* sp.), a beautiful water plant with a yellow native form and the rosy-pink Oriental form. The plant did well and in a year or two covered most of the pond, but we found the plant difficult to merchandise because the banana-like root went deep and it was a hard job to dig up enough roots. But we did and sold quite a few plants. We also tried growing the lotus plants from seeds planted in boxes submerged in the ponds, but the seeds are hard to germinate and the plants are quite fragile when young. To germinate

the seeds it was necessary to file down the hard seed coats on an emery wheel.

We used to use one pond for water hyacinth, that terrible weed of tropic waters, but a pretty flower for temperate climates. It grows extremely rapidly, and its roots are capable of sustaining the plant in water alone or when attached to the mud. We carried a single piece of the plant over winter in a jar of water and mud, for, of course, the first frost kills the water hyacinth.

We also turned loose in some of the ponds some 5- and 10-cent store goldfish, and they certainly thrived. They multiplied rapidly and grew to be six to eight inches long. After two or three years there were schools of

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Send for booklet on Commercial Pansy Culture and 1951 Natural Color Catalog.

STEELE'S PANSY GARDENS


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PORTLAND 2, ORE.

goldfish up the brook in our neighbor's woods, in a number of the ponds as well as in the large pond. The fish were quite a sight swimming around in schools. In winter they could be seen through the ice. They soon attracted a number of kingfishers, ospreys and herons. We caught a number of these fish and put them in a cage in one of the ponds. The cage was constructed of rat wire of about 1/4-inch mesh and half submerged.

Around these ponds we started to naturalize a number of bog plants including lythrum, *Lobelia cardinalis*, bamboo, marshmallows and several varieties of water iris, and in one ditch where there was some flowing water we planted water cress. We had in mind a number of other

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BEATS OLD-STYLE ROOTSTOCKS!

This new Nematode Resistant Rootstock for Peach, Almond and Nectarine varieties is an outstanding sales promotion item for your retail sales. Here you have a Rootstock your customer can plant with safety in all types of soil. No need to stock several rootstocks to handle the varying soil conditions in your area. S-37 IS ADAPTABLE TO ALL SOILS.

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things to plant when the project failed.

Another attraction was the considerable number of bullfrogs that soon found the ponds; so there was little difficulty for my brother-in-law and myself to go and get enough for a meal of that very tasty food whenever we were so inclined.

This first try at an aquatic plant nursery was made when labor was much cheaper, so that after it failed it was hardly possible to rebuild later. But now that bulldozers are available as a labor substitute, I hope such a nursery will again become a possibility.

E. S. H.

WHY ARE SOME PLANTS HARD TO TRANSPLANT?

With all the scientific research done on horticultural problems one would think that more time would have been spent on finding the really basic reason why a number of plants are difficult to transplant successfully. Nurseries really owe their existence to the fact that they serve as a place where plants can be grown and prepared for selling. When we sell a plant we sometimes lose sight of the fact that it is the root-pruned, shaped, several-times-transplanted plant that gives the best hope for success. To that idea there has been little added in the way of knowledge as to why and how, and there still remains a rather long list of plants to which mere nursery culture has not been the means of assuring successful transplanting.

There is no simple answer to the question of why some plants are hard to transplant. When you classify the hard-to-move plants, they do not all fall into groups with similar root types, for some have fibrous roots, some fleshy roots, and others, coarse ones. Some have large root systems to carry their tops, while others have meager root systems which support a great area of foliage.

To assure more successful transplanting, nurserymen try many methods in addition to root pruning, such as digging B&B or growing and selling the plants in baskets, cans, pots and tubs. Yet none of these offers the complete solution. A number of plants, such as the Judas tree, with its spreading, coarse, tough root, are often best handled bare-root. Other plants just will not hold a ball no matter how much they are root-pruned.

Other plants, such as dogwood, holly, magnolia and sour gum, with their generally fleshy roots, we try to move only in spring, on the as-



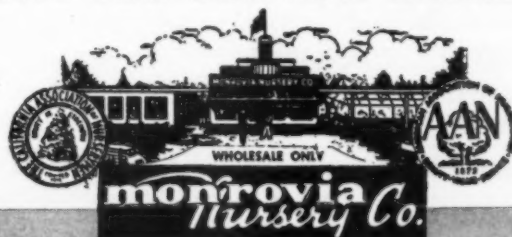
Above — A FEW OF MONROVIA NURSERY'S MILLIONS OF LINERS

America's Finest Liners — Our Sales Prove It

Monrovia Nursery Liners out-sell all others because: (1) You can *always* depend upon their *fine quality*. (2) They are safety packed in *feather-weight* cartons **FREE OF CHARGE**. (3) They always arrive in *perfect condition*. (4) It costs *next to nothing* to ship them Express. Any way you figure, "M-N" Liners are your *best buy*, everytime. Below we list a few from our selection of over 400 varieties. In 2¼" pots, priced F.O.B. Monrovia. Minimum quantity 25 per variety.

	2¼" Pots	EACH
Cotoneaster horizontalis.....		12c
Cotoneaster microphylla.....		15c
Euonymus japonicus.....		12c
Hydrangea White.....		15c
Hypericum calycinum.....		12c
Juniperus Chinensis prostrata.....		20c
Kolkwitzia amabilis.....		15c
Pinus halepensis.....		12c
Pyracantha crenata-serrata graberi.....		15c
Pyracantha Lalandi Monrovia.....		12c
Pyracantha Rosedale (Trade Mark Reg.)..	17½c	
Thuja orientalis aurea nana.....		20c
Thuja orientalis Blue Cone.....		15c
Thuja orientalis compacta.....		15c

WRITE FOR OUR FREE CATALOG



P. O. BOX 196

MONROVIA, CALIF.

READY NOW RHODODENDRON LINERS

We have a nice lot of Rhododendron Liners in 2 3/4-in. plant bands which are ready for a shift to larger containers or shade beds. Priced at 50¢ each F.O.B. Cash, please. The following varieties are available in quantity. Write for list of varieties available in smaller lots.

Baroness Bolover
Cunningham White
Cynthia
Fastuosum flore-plenum
Gomer Waterer
John Walter
John Waterer
Kate Waterer
Lady Clementina Mitford

Michael Waterer
Mme. Masson
Mrs. John Waterer
Pink Pearl
Rosa Mundi
Sir Richard Wallace
Ted Waterer
The Bride
Warrior

All the above are cutting-propagated hardy varieties.

ROOTED CUTTINGS	Per 100 Per 1000	
Birdnest Cypress	\$ 8.00	....
Birdnest Spruce	8.00	....
Boxwood, dwarf	5.00	\$50.00
Boxwood, tree	5.00	50.00
Boxwood, gold-tipped dwarf	6.00	....
Daphne odora	7.50	75.00
Eucynimus, Golden var.	7.50	....
Holly, French-English, also known as bisexual. This is an excellent strain of holly for both commercial and specimen planting.	15.00	150.00
In 2 3/4-in. plant bands	20.00	....
Pernettya, female	7.50	....
Skimmia, female dwarf	7.50	....
Yew, capitata	8.00	80.00
Yew, cuspidata	8.00	80.00
Yew, Irish	8.00	80.00

Prices F.O.B. here. Terms: Cash.

J. B. WHALLEY

Rt. 2, Box 212A

Troutdale, Ore.

Member: American Association of Nurserymen
American Rhododendron Society
Oregon Association of Nurserymen

TREE PEONIES

2-year-old grafted stock
2 to 3 feet high. Delivery in September.

\$1.95 each

HATSUKARASU—Glowing red, full double.
KOKKOTSKASA—Glowing red, striped with white.
HATSUHIODE—Carmine, large redouble petals.
YUKIZASA—Pure white, triple petals.
TSUKUMONISHI—Scarlet, large redouble petals.
SHIROUMA—Snow-white, redoubled.
IWATOKAGURA—Pink redouble petals.

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California-grown Rosebushes —

Plus Service

We specialize in growing rosebushes for sale at wholesale in lots of 100 to 10,000. Through specialization we are able to offer the best in rosebushes and service. Your inquiry will receive our prompt attention.

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A 300 page reference book on carnations, pinks and dianthus. Full of information you'll value—propagation, carnations under glass, hardy and hybrid dianthus, commercial bloom production, raising new varieties.
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sumption that there is a rhythm of root growth that must be observed. Personally, we have not found that method necessary with holly.

We have tried many methods with pink and white dogwoods, but still our customers lose too many of these plants. In fact, it was the dogwoods that prompted this article. We have grown them with root systems that were just one big mass of fibers, and yet we lost some plants. We have lined out thousands bare-root on the nursery without losing any and then moved them to customers' property and lost high percentages. Dogwoods do well planted at the edge of woods and in woody soil, yet they transplant poorly into woodlands. They seem to do well in peat moss, so that there may be a symbiotic relationship with something else in the soil.

Other types of plants will seemingly transplant better as 1-year seedlings than they will as 2 or 3-year-old transplants. This has been our experience with the Chinese chestnut. Other types of trees have coarse taproots, yet they will differ in their responses. The white oak, with its coarse-pronged taproot, is extremely difficult to transplant. While not the easiest plant to transplant, the pecan, with its single long taproot, does better than one would expect with that type root system.

Certain species of evergreens with similar root systems give greatly varying response to transplanting. The Deodar cedar is easy to transplant, while the Mount Atlas cedar is almost impossible to move. The Lawson cypress is quite difficult; other chamaecyparises are easy. One can go on and list numerous plants that are hard to move, such as cotoneaster, pyracantha, libocedrus, Loblolly pine, cherry, walnut, tulip poplar and sweet gum. E. S. H.

CATALOGS RECEIVED.

WHOLESALE PRICE LISTS.

Th. Brans, Boskoop, Holland—General nursery stock; 20 pages, 5 1/2 x 8 1/2 inches.

Elmer Roses, San Gabriel, Calif.—Roses, 20 pages and cover, 6x9 inches.

Herbst Bros., New York, N. Y.—Perennial flower seeds; 12 pages, 4x9 inches.

Willis Nursery Co., Ottawa, Kan.—Bulbs, 8 pages, 5 1/2 x 9 1/2 inches.

WHOLESALE CATALOGS.

Homestead Nurseries, Boskoop, Holland—Rhododendrons, azaleas and general nursery stock; 84 pages, 6x9 inches.

Kingsville Nurseries, Kingsville, Md.—Azaleas, camellias, hollies and rhododendrons; 40 pages and cover, 4x8 1/2 inches.

RETAIL CATALOGS.

Mission Gardens, Techny, Ill.—Peonies, iris, hemerocallis; 56 pages and cover, 6x9 inches.

REDWOOD CHAPTER.

Twenty-four members and friends attended the monthly meeting of the Redwood Empire chapter of the California Association of Nurserymen held May 8 at Rancho Rafael. After a fine dinner, president Harold Prickett asked Don Perry, of Sunnyside Nursery, San Anselmo, to report on the May meeting of directors of the state association held at Oakland.

All of the directors were present for the meeting, the first time in the history of the association. They discussed and further explained the marketing agreement on bedding plants. Licensing of delivery trucks in towns where nurseries deliver to customers was then brought up by directors from the peninsula area, a section in which a nursery may be delivering to customers in several towns. Sunday closing, another subject on the agenda of the directors' meeting, seemed to be favored by most of the large southern California nurseries.

Finally, the directors discussed regulations of the Office of Price Stabilization which make it necessary to keep records on file of costs, markup and selling prices of all supplies except nursery stock. Although it is not necessary to send the information to the district office, the records are subject to examination at any time. They should cover the base period from December 19, 1950, to January 25, 1951, and the current period, which began January 26.

Mr. Perry concluded that no definite action was taken on any of the subjects discussed at the directors' meeting.

The speaker for the evening was Charles Burr, of the California Garden Supply Co., Belmont, who talked on "Retail Nursery Advertising." He advised new nurseries to advertise in newspapers every week from December through May. New nurserymen need not worry about competition with other nurseries when advertising on garden pages, he stated, because their main competition is from other types of stores. Enough time should be spent on newspaper copy to make it original, and other media, such as telephone directories and direct contact through garden clubs, should also be considered.

Older nurseries, Mr. Burr advised, can make good use of catalogs, giveaway folders and double post cards to learn customers' interests in catalogs. He warned that they should keep mailing lists up to date. For charge customers this can be done by checking sales slips and, for cash cus-

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Wholesale
CatalogLILIES
DAFFODILS
IRIS*Jan de Graaff's*OREGON BULB FARMS
GRESHAM, OREGON
Wholesale OnlyOREGON'S
BEST SOURCE OF
GOOD ROSES

A complete list of HYBRID TEAS, CLIMBERS, BABIES and FLORIBUNDAS. Also, one of the most complete lists of patent varieties, including the A.-A. R. S. award winners.

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ROSE GROWERS
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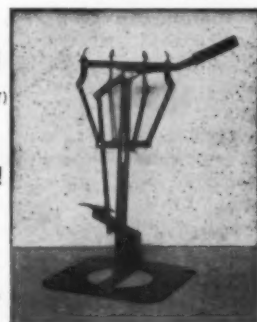
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drainage holes in 3 sizes
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The Handy-Man
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CANNOT
BEAT IT!ORDER
NOW!IT'S ALL
STEEL!Ayer-Line INDUSTRIES, Inc.
709 Jones St. Berkeley, Calif.

ROSES—TREE ROSES

A fine selected list including patented
varieties. Highest quality—all field-
grown. Write for list and prices.

PACIFIC NORTHWEST ROSE NURSERY
P. O. Box 261 GRESHAM, ORE.

tomers, who are harder to keep in contact with, the post office offers notices of changes of address.

After Mr. Burr's talk, Mr. Perry gave a lesson in plant identification. Henry Martin, of Martin's Nursery, Sebastopol, was appointed chairman for the June meeting.

Hugh Wallace, Sec'y.

LATE WESTERN REPORTS.

Received too late to be included in the preceding issue with other reports from west coast nurserymen, the following two complete the season's picture.

Southwestern Tour.

Returning May 20 from a business trip through the southwestern states, O. L. Weeks, of Weeks Wholesale Rose Grower, Santa Ana, Calif., reports partly on the California rose situation, but mostly on conditions in the southwest:

"I drove about 5,000 miles, not on a selling trip, but to contact old customers. After our little bout with the weather last winter, I was anxious to see some of the stock that had been shipped and to see for myself how it weathered the storm and how it was performing. I was pleased to learn that losses were minor.

"We saw a lot of damage to nursery stock in the southwest wrought by the freak weather of last fall. I suppose we can feel lucky that our own losses here in southern California were no greater. Some of the stock in the nursery yards that was badly hurt is coming back now, but the nurseryman still feels the loss of holding it over.

"Without exception, everyone we contacted reported a good season and a sellout in roses. Nurserymen expect a good season again for the coming year. Again because of weather conditions, our own crop for next year will be a little shorter than last year, not counting frost losses. Orders are coming in more or less steadily, and I believe on the whole they are larger than last year."

Late Oregon Report.

After a season which he has described as being two to three weeks earlier than in normal years, E. (Mike) Dering, of Peterson & Dering, Scappoose, Ore., reports the Oregon rose situation:

"Due to the shortage in areas where roses were frozen out, it was not difficult for Oregon rose growers to have a complete cleanup. Labor here is plentiful. There have not

NORTH SOUTH EAST WEST

The demand is for better roses

STOP to consider your needs—

LOOK over our list—

LISTEN to what others say—

**TRY "CALIFORNIA-GROWN—QUALITY KNOWN"
ROSES**

Your inquiry is always welcome.

WEEKS WHOLESALE ROSE GROWER

O. L. Weeks

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SANTA ANA, CALIF.

All Growing Fields — Ontario and Chino Valleys

CEDAR TOW

for PACKING & SHIPPING
SURFACE MULCHING
WINTER STORAGE

PACKING AND SHIPPING

The long excelsior-like Cedar Tow fibers make this an ideal root-packing material when shipping.

SURFACE MULCHING

Cedar Tow is insect-repellent and rot-resistant. Protects stems and roots. Economical—lasts over 5 years—conserves ground moisture.

WINTER STORAGE

Provides a clean, dry, noninjurious covering for all shrubs.

Standard 150-pound bales. Average 300 per car. Continuously available.

PORTLAND SHINGLE CO.

P. O. Box 5635 9038 N. Denver Ave.
Portland 17, Ore.

RHODODENDRON LINERS

VAN VEEN NURSERY

3127 S. E. 43rd Ave., PORTLAND 6, OREGON

been enough war contracts let to the industries in the Portland vicinity to cause a shortage as yet.

"The months of March and April were the driest in thirty-nine years and it was necessary to irrigate our newly planted stock. The number of roses we budded for the 1951-52 season was about normal, somewhere between 2,000,000 and 2,225,000. However, a severe frost on the night of April 20 took a heavy toll of buds that were from one to eight inches long. Some

PACIFIC COAST NURSERY

2244 N. Skidmore Ct. PORTLAND 11, OREGON

Pioneering Seedling Growers on
the Pacific Coast Since 1914.

We have French and domestic Apple Seedlings, French and Bartlett Pear Seedlings, Mahaleb and Mazzard Cherry, Myrobelan and American Plum, Angers Rooted Quince Cuttings, Chinese Elm Seedlings and English Privet; also Shade and Flowering Trees. For this season, the shade and flowering trees are all sold; however, we are taking orders for fall of 1951 or spring of 1952.

If you have never tried our stock,
give us a trial order.

John Holmason & Sons, Props.

Learn ORNAMENTAL HORTICULTURE

A thorough, constructive home training for employment or advancement in Nursery Operations, Park Supervision or Maintenance, Landscape Designing or Landscape Gardening. Send for Free bulletin. APPROVED FOR VETERANS.

NATIONAL LANDSCAPE INSTITUTE

Dept. N-6, 310 So. Robertson, Los Angeles 48, Calif.

growers at Portland report as high as a fifty per cent loss. In our own fields, we had an over-all loss of between twenty and twenty-five per cent. Therefore, it looks as if the rose crop in Oregon will be at least thirty per cent under last year, and needless to say, prices will no doubt be raised to compensate for the higher cost of supplies and labor."

THIRD CALIFORNIA REFRESHER COURSE.

[Continued from page 10.]

Methyl bromide can be used in soil near growing plants without injury to the plants and may be used for planting within two to five days after treatment. It is effective only against soil fungi when the gas is confined in a tight container or under a special gasproof cover on soils below 50 degrees.

"Sterilization of Nursery Flats" was covered by Chester N. Roistacher, division of plant pathology, who said that two general methods are steam pasteurization and chemical treatment, the same as used for treating nursery soil. Steam is the most effective means of treating flats and other nursery containers to prevent recontamination of clean soil placed in them. All equipment used for treatment of empty or filled flats consists of some type of closed container into which the flats are placed and the steam is released until the necessary pressure is reached.

Formaldehyde is the best general-purpose disinfectant, and flats may be dipped in a bath of two per cent solution in a vat or tub, or a two per cent solution be applied with a knapsack sprayer. Flats so treated should be kept wet and well aerated for at least two days before use; if not kept wet, they should not be used for two weeks.

Self-service.

The last talk that afternoon was on "Self-service: How We Are Using It at Our Nursery," by Martin D. Wickett, sales manager of Capital Nursery, Sacramento, Calif. To the nurseryman considering installation of the self-service system, he made the following recommendations: Self-service should be nursery-wide; there should be no restricted sections in the retail sales area. Prepare for a certain amount of damaged stock loss, particularly in bedding plants. Provide customers with a convenient, clearly marked place to wash up. Make self-service optional. There are still many customers who prefer salesman's service. Post signs throughout the nursery defining and describing your services and policies. Provide a check-out counter strategically located and clearly marked. Put a man at the check-out counter who is a combination salesman, diplomat, soothsayer and horticulturist and who, preferably, has no nervous system. Be sure your entire nursery stock is completely labeled as to name, price and description.

That evening a barbecue was held

PORTLAND WHOLESALE NURSERY CO.

306 S. E. 12th AVENUE

Avery H. Steinmetz

PORTLAND 14, OREGON

Paul E. Van Allen

We are now booking orders for 1951-52 season. Our supply of good-quality stock will be limited; so we suggest ordering early.

RHODODENDRON LINERS
Ready this month. Write for list.

Quality Stock

CONIFERS AND BROAD-LEAVED
EVERGREENS
SHADE AND FLOWERING TREES
FRUIT TREE SEEDLINGS
FRUIT TREES
DECIDUOUS SHRUBS
VINES AND BULBS
PORTLAND ROSES
NURSERY SUPPLIES

Write for our Catalog

A. MCGILL & SON FAIRVIEW, OREGON

Wholesale only

FRUIT TREE SEEDLINGS
FLOWERING ORNAMENTAL TREES
SHADE TREES

Constant Vigilance Results
in Quality Stock

Combination carloads to Eastern
distributing points.

Write for our List.

Eastern Representative:
Frank C. Donovan
Suite 84, 130 East 233rd St.
Euclid 23, Ohio

MILTON NURSERY CO. MILTON Since 1878 OREGON

Flowering, Ornamental and
Shade Trees

Oregon and Washington-grown
Fruit Tree Seedlings

Angers Quince
Rooted Cuttings

Our Combination Carlots to
Eastern Distributing Points assure
minimum transportation cost.

EVERGREEN LINERS

Azaleas, Conifers, Heathers, etc.
Available in rooted cuttings and field
transplants grown in sandy soil.

Write for descriptive, illustrated
catalog.

MITSCH NURSERY

Wholesale Propagators and Growers of
Evergreen Liners
AURORA, OREGON

DOTY & DOERNER, Inc. 6691 S. W. Capitol Highway

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Wholesale Growers
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General Nursery Stock

DEL RANCHO FORTUNA

California - grown

**FRUIT TREES
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GRAPEVINES**

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KEEPS ROOTS MOIST

★ When packing bare roots or deciduous stock for shipment or storage, use Wood Feathers brand cedar shavings (red cedar shingle tow). There are 2 reasons for Wood Feathers' superiority:

1. Large moisture-absorbing capacity.
2. Will retain moisture for a long period of time.
3. Economical and easy to use.

Wood Feathers

BRAND

CEDAR SHAVINGS

P. O. BOX 98 NORTH PORTLAND, ORE.

at Poly grove, and the 157 nurserymen who attended enjoyed both the good food and the music provided by the college glee club quartet.

Propagation by Cuttings.

The first talk when the program was resumed the next morning was on "Propagation of Ornamental Plants by Cuttings," by Charles Lugar, El Camino College, Los Angeles. A half-ripened wood cutting is used in California. About five inches is a good maximum length. Cuttings should be set deep enough to stand up when watered and should not be crowded. Root-inducing substances, or hormones, cause faster and even more rooting with some subjects, but should be used sparingly. The three most common planting media are washed concrete sand, vermiculite and perlite, and results will be as good with one as with the other, providing conditions are the same, said Mr. Lugar. Watering should be done frequently and heavily, but have good drainage. Keep the cuttings fresh by keeping the air around them at about eighty-five per cent relative humidity. Give the cuttings as much light as they can tolerate without flagging. With sufficient shade and humidity, ventilation is not needed. Except in summer, bottom heat is necessary.

Selling Allied Products.

James A. Gibbs, of Winsel-Gibbs Seed & Nursery Co., Los Angeles, Calif., spoke on "The Sale of Allied Lines in the Nursery Business," as a means of insuring repeat customers. Forty per cent of his firm's business is in allied lines. Listing such lines in order of importance, Mr. Gibbs placed fertilizers first, including in this category peat moss and kindred soil conditioners. Next come insecticides and fungicides, with tie-in sales of sprayers and dusters. Hardware items and garden tools, placed in a separate department, where the customer may browse without sales supervision, pay dividends, too.

Mr. Gibbs cautioned against going too far afield in selecting allied products; stick primarily to the nursery business. Build up the display area, display merchandise attractively and tie in with dealers' local and national advertising.

Handling Field-grown Stock.

From Portland, Ore., Paul Doty, of Doty & Doerner, Inc., spoke on "How to Handle and Promote the Sale of Field-grown Nursery Stock." For shade trees and many deciduous shrubs he emphasized selection of healthy seedlings, dug at the proper

UNIFORM SUN CONTROL WITH

ALUMALATH (ASSEMBLED WITHOUT NAILS)

CHOOSE WHERE YOU WANT THE SUN!

SO POPULAR... SO MANY USES...

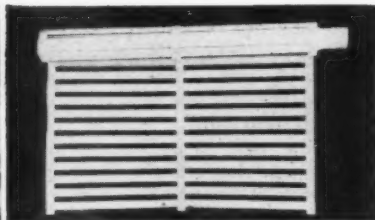
Attractive—Beautiful—Sturdy—Long lasting—Easily assembled—Light weight—Fireproof—Weatherproof—Designed to your requirements.



Patio Covering

CHOOSE WHERE YOU WANT THE SHADE!

Uniform shading from one foot to acres—Patios for gracious outdoor living—Lath houses for things you want to grow—For cold frames—Greenhouse coverage—Or you decide where!



AlumaLath Rolls

5' Wide, 50' long, 12" diameter
"lays like a carpet"

HARRY H. REYNOLDS

2561 VALENCIA ST., SANTA ANA, CALIFORNIA

Hundreds of Nurserymen are profiting today... Write Now!

FOR 1951 SEASON

Fruit Trees
Small Fruits
Fruit Tree Seedlings
Flowering Trees
Shade Trees
Shrubs
Roses

and a general assortment of other nursery stock.

Ask us to put your name on our mailing list. (Use your letterhead.)

RICH & SONS NURSERY

Hillsboro, Oregon

period of dormancy; proper storage; root pruning of seedlings; planting at the proper season; cultivation, with irrigation if necessary, to permit forcing out a new lead, if the seedlings are not to be used for understocks, and protecting roots and tops from digging time until the tree arrives in the retailer's hands.

With balled stock, too, the grower's first concern is to develop a good root system, which is best accomplished by bedding out for at least one season, or for two seasons in the case of slow-growing plants, before transplanting in the field. Pruning, spraying and other care contribute to the plant's welfare until it is ready for digging. The ball should be large enough to contain most of the plant's roots, particularly the fibrous ones.

The retailer takes over responsibility

ROSES

A complete list of Hybrid Teas, Floribundas and Climbers, including all the A.A.R.S. winners. For best selection order right away.

WHOLESALE ONLY

Send For Our Catalog.



Our salesman will see you at the A. A. N. Convention.



**FINEST-QUALITY
BARE-ROOT STOCK.**

SALESYARD: 14408 Nelson Ave., Puente
Phone FL 624-90

MONTEBELLO ROSE CO.

401 N. 6th St. MONTEBELLO, CALIF.
Phone UNION 1-1721

ity when he receives the plant, and whether balled or bare root, plants must receive immediate protection. They should be heeled in, in the ground, and certain types require lath protection. Good nursery stock promotes its own sale; so handling and presenting it to its best advantage should be a must.

New Insecticides.

Final talk at the morning session was by A. Earl Pritchard, of the University of California on "New Developments in Sprays and Insecti-

FOR SALE

Because of ill health am selling well established nursery and greenhouse on paved highway near Quad City. Buildings consist of all-modern, 4-room house, 9x26-ft. glassed-in porch, full basement; concrete block storage shed, 30x70 ft., with double garage on one side; 20x70-ft. greenhouse; 2 concrete block hotbeds; 10x30-ft. prop. house. Hot-water heat and oil burner. 2½ acres of nursery stock.

BEN STORJOHANN

5320 23rd Ave. Moline, Ill.

HELP WANTED

Experienced perennial grower wanted. Must know propagation and care of a complete line of perennial plants. This is an excellent position for the right man. Please do not answer unless you are qualified, we do not need amateurs. Write us full details, or for an appointment for a personal interview.

CARROLL GARDENS
Westminster, Md.**HELP WANTED**

Nursery foreman, preferably experienced in outdoor rose growing. State experience and salary expected. Reply confidential.

BROWNELL ROSES
Little Compton, R. I.**HELP WANTED**

Large midwest nursery has openings in all departments. Field foremen, propagators, cellar foremen and shipping foremen wanted. Address Box 803, care of American Nurseryman.

HELP WANTED—On Long Island. Propagator, man capable of taking charge of 3 greenhouses totaling 3,000 square feet, also seedbeds and frames, instructing and handling men. Must understand grafting of rhododendrons, also other ornamental plants, grafts, seedlings or rooting. Must furnish references. BAGATELLE NURSERY, P. O. Huntington Station, L. I., N. Y.

FOR SALE—Home and large greenhouse suited for specialty line or small nursery. Beautiful district, ideal climate, on San Francisco peninsula. Will sell with or without present business. Reasonable. Write: H. E. JACOBS, 211 Bay Tree Rd., San Carlos, Calif.

cides." Parathion comes closest to being a cure-all for pest control, but it does not kill some pests and the soft scales that result may become a new problem; certain plants are intolerant of it; an insecticide with a longer residual action is often more desirable, and the hazards to the user are sometimes too great. Neotran gives excellent control of spider mites, or red spiders, on some plants, and a new product, Aramite, is good to control the 2-spotted spider mite. Thorough coverage of the leaves is necessary with both.

A new group of poisonous organic phosphates, known as systemics, is

WANT ADS

Help and Situation Wanted and For Sale advertisements.

Display: **\$3.00** per inch, each insertion. **Lines: 25¢** line; minimum order **\$2.00**

FOR SALE

Nursery with 24-yr. established retail and propagating trade; 17 acres of land; 28 x 120-ft. service and office bldg., 10,000 sq. ft. lath house, 6,000 sq. ft. propagating greenhouses; some stock and equipment; 6-room dwelling. Located 10 miles east of Louisville, Ky., on U. S. 60, a 4-lane highway.

NICK'S NURSERY

Nick Verburg, Owner

P. O. Anchorage, Ky.

FOR SALE

Farnham Evergreen Nursery, located on Route 5, 20 miles west of Buffalo, N. Y. 7 acres of wonderful balling soil. 15,000 plants in field, about one-half Rhododendrons and Azaleas.

Tractor with all attachments, power sprayer, new 1-ton stake truck, many other tools. Greenhouse 25x75 ft., newly constructed, automatic heat, especially built for rooting. New storage building, 40x80 ft., 2 floors, has everything, including plant storage room, office, utility room, garage, supply room. A utility building, 18x38 ft., is also located for convenient use. The home is a modern 8-room house with 3 bedrooms, automatic heat and all conveniences.

This is a real buy. Asking \$30,000. Address your inquiries to:

FARNHAM EVERGREEN NURSERY

Route 5

Farnham, N. Y.

FOR SALE

If you are interested in buying a good-going nursery business—one that is making money and will make plenty of money in years to come—this business has already been built for you. For information write us, or better yet, come and see us.

RIDGE MANOR NURSERIES
E. J. Fields, Prop. Geneva, Ohio**FOR SALE**

1941 Dodge 4X4 ton truck, with or without 54-in. tree mover; 9 g.p.m. 100-gal. Hardie sprayer on skids, \$200.00; 20 g.p.m. 300-gal. Friend on wheels, \$500.00; Farquhar Orchardair mist sprayer, \$1200.00. Address P. O. Box 138, North Aurora, Ill.

HELP WANTED

Sales manager for midwest territory. Give complete information in first letter. Address Box 800, care of American Nurseryman.

HELP WANTED

Salesmen, calling on nurserymen and florists, seed and feed dealers. Sell peat moss and nursery supplies. Central and eastern United States. Commission basis. Give age, experience, territory now covering, in first letter. Address Box 804, care of American Nurseryman.

HELP WANTED

Nursery mart manager. Experienced and capable young man to manage both sales and growing operations. Wonderful opportunity. State experience, salary and give references. All replies held confidential.

VALLEY LANDSCAPE CO.
Baltimore 9, Md.**HELP WANTED**

Experienced salesman for established landscape contracting firm, to sell all types of jobs complete; must be able to produce results. Can make \$500.00 per month. Year-around job in eastern Iowa and Illinois. Must have car. Advise fully. Address Box 805, care of American Nurseryman.

undergoing extensive research for control of spider mites. These are used as top foliage sprays, for soil treatment and injection. Pestox and Systox are two of these. Benzene hexachloride is noteworthy as a control of aphids. The purified form, called Lindane, should be used only when there is danger of plant damage or on edible crops. Benzene hexachloride is also excellent for thrips, as are DD, DDT and Toxaphene. Systox is even better, as it affects the species that thrive within

the buds. Brochyrhinus weevils plague the average nurseryman, and Chlordane and Aldrin are recommended as the best sprays yet available.

After luncheon in the college cafeteria, the nurserymen returned for the afternoon session, which began with a talk entitled "Selling an Idea," by Ken Kitch, of the college. The purpose of his talk was not only to stimulate ideas but to suggest some ways in which they might be guided

[Concluded on page 43.]

HARDY PERENNIALS.

Field plants unless otherwise noted.

	Per 100
Aster Niobe, dwf. white, runners.....	\$ 5.00
Aster Victor, dwf. blue, runners.....	5.00
Aster Beechwood Chail, red runners.....	5.00
Delphinium, Pacific Hybrids.....	18.00
Punkia lancifolia.....	15.00
Gypsophila paniculata.....	10.00
Hemerocallis Hyperion.....	18.00
Hemerocallis Mikado.....	18.00
Phlox subulata, red.....	12.00
Primula veris collosa.....	18.00
Veronica long. subscissilis.....	18.00
Viola Royal Robe.....	15.00

25 at the 100 rate. C.O.D. remit one third.

E. R. 1 ELKHART NURSERY CO. Elkhart 2, Ind.

PERENNIALS. 2 1/2-in. pots. heavy, greenhouse-grown. Housed in coldframes. Pacific Hybrid Delphiniums in main varieties. Marconi Shasta Daisy, Robinson's Pyrethrum. Radiant Red Geraniums for bedding. All \$10.00 per 100.

RIEMENSNIJDER'S GARDEN Sandwich, Ill.

HARDY CHRYSANTHEMUMS.

See our advertisement in the June 1 issue. Most varieties still available.

ENGLERTH GARDENS

4652 S. Division Ave. Grand Rapids 8, Mich.

America's Best Source
for Hardy Plants is
THE WAYSIDE GARDENS
Mentor, Ohio
Write for Trade List.

SEEDS OF HARDY PERENNIALS.

700 varieties and species.
Offered in our special wholesale price list
of perennial seeds, plants. Sent on request.
REX D. PEARCE, Dept. N, Moorestown, N. J.

Pansies, perennials and rock plants in
wide variety. Send for catalog.
PITZONKA'S PANSY FARM
Bristol, Pa.

TRITOMA, PFITZER HYBRIDS. Large,
blooming-size plants. \$8.00 per 100. SEI-
FERT'S GARDENS, R. 13A, Evansville, Ind.

IVIES

IVY—Hardy English Large-leaved. Strong
2-in. \$8.00 per 100; \$75.00 per 1000. Rooted
cuttings, \$2.50 per 100; \$22.50 per 1000.

JACOB SCHULZ

831 Cherokee Rd. Louisville 4, Ky.

ROSEBUSHES**ROSEBUSHES.
SURPLUS CLEARANCE.**

Red Delight, dormant eye,
budded on Manetti.
No. 1 grade Roses.
\$180.00 per 1000.
In 500 case lots.

CONTRA COSTA NURSERY CO.
5035 W. 4th Ave.
Richmond, Calif.

SEEDS

EUROPEAN WHITE BIRCH SEEDS.
Fresh from the Swiss Alps.
30c per oz.; \$3.00 per lb.
Also other tree seeds.

EAGEN NURSERY

826 S. Baldwin Ave. Arcadia, Calif.

Don't Be Late!
Mail advertising copy to reach
the American Nurseryman
Monday, two weeks before date of issue.

SHRUBS and TREES**MAGNOLIA.**

	Each	Per 100
Magnolia soulangeana.....		
Magnolia rustica rubra.....		
12 to 18 ins., slightly branched.....	\$35.00	
18 to 24 ins., slightly branched.....	40.00	
Magnolia soulangeana nigra.....		
Magnolia liliiflora.....		
12 to 18 ins., slightly branched.....	30.00	
18 to 24 ins., slightly branched.....	35.00	
Magnolia grandiflora (Bull. Bay).....		
6 to 8 ins., transplanted.....	10.00	
8 to 12 ins., transplanted.....	12.50	
12 to 18 ins., transplanted.....	17.50	

Priced for delivery Fall, 1951, and Spring,
1952. All well grown, nice stock.

BLACKWELL NURSERIES

Semmes, Ala.

SHADE TREES.

	Each	Each	per 100	per 1000
Thornless Honey Locust.....				
4 to 6 ft.....	\$0.45	\$0.40	\$0.35	
6 to 8 ft.....	.75	.70	.65	
8 to 10 ft.....	1.00	.90	.80	
1 to 1 1/2-in.....	1.50	1.40	1.30	
1 1/2 to 2-in.....	2.00	1.85	1.70	

FARMER NURSERY

Plainview, Tex.

LINING-OUT STOCK.

We offer Chinese Chestnuts; Native Shrubs.
Trees and Evergreens; Flowering Peach,
Fruit and Shade Trees. Top-quality, dependable
able plants at reasonable prices.

GLOBE NURSERIES

Box 249 McMinnville, Tenn.

CHINESE ELM LINERS.

Row-size seedlings, 3 to 5 ft.
30c ea. per 10; 25c ea. per 100; 20c ea. per
1000.

FARMER NURSERY

Plainview, Texas

MISCELLANEOUS

Vinca minor, excellent evergreen ground
cover, organically grown plants. \$16.00, \$24.00
and \$40.00 per 1000. Honeysuckle, good
ground cover, \$15.00 per 100. Wineberries, 20c
each. Earthworms, nature's best soil builders,
\$20.00 per 1000. S. Rodkin, VARIETY NURS-
ERY FARMS, R.F.D., Lambertville, N. J.

The Trade's Buying Guide—
The American Nurseryman Ads.

SUPPLIES**DAHLIA OR TREE LABELS.**

Priced per 1000
plain painted
3 1/2 x 5 ins., notched, not wired..... \$2.50 \$3.00
3 1/2 x 5 ins., wired (copper)..... 3.30 4.10

POT LABELS.

4x 1/2 ins. (cartons 1000 each)..... 3.30 3.95
5x 1/2 ins. (cartons 1000 each)..... 3.60 4.30
6x 1/2 ins. (cartons 1000 each)..... 3.90 4.85

Priced per carton.

8x 1/2 ins. (cartons 500 each)..... 3.00 3.60
10x 1/2 ins. (cartons 500 each)..... 3.50 4.25

GARDEN STAKES.**Priced per carton.**

8x 1/2 ins. (cartons 250 each)..... 2.50 3.00
10x 1/2 ins. (cartons 250 each)..... 2.75 3.25
12x 1/2 ins. (cartons 100 each)..... 1.75 2.00

Our labels are perfectly white and smooth
on both sides and are pronounced by growers
the best and most economical.

YOHO & HOOKER, Youngstown 2, Ohio.

Made from a good grade of Southern Yellow
Pine, since Cypress is not available.
Standard specifications, inside measurements.

KNOCK-DOWN FLATS.

16x12x2 1/2..... \$18.82 per 100
16x14x3 1/2..... 24.98 per 100
20x14x2 1/2..... 24.56 per 100
20x14x3 1/2..... 28.68 per 100
22x15x2 1/2..... 28.14 per 100
22x15x3 1/2..... 32.63 per 100
All other sizes quoted on request. Prices
F.O.B. Birmingham.

We are manufacturers, not jobbers. Freight
to any point is a small item per Flat. Our
Flats are the best. Why pay more? Our
quality guaranteed. Prompt shipment, any
quantity. Attach check to order.

We make mixed shipments of flats, plant
boxes and spray boards.

HIGHTOWER BOX & TANK CO.
Birmingham, Ala.

Now is the time to build new low-cost
shade houses, or to replace your old worn-out
lath or slat houses with Brand-new Low-
cost Heavy Steel Wire Netting. This material
is made of 16-gauge steel wire 2x6-in.
mesh, galvanized with steel wool and coated
with high-grade enamel. Each roll is 75 ft.
long by 6 ft. wide, containing 450 sq. ft. Inex-
pensive and easy-to-construct lath houses
built with this netting provide uniform shade
ideal for Azaleas, Camellias and for all other
plants. Available for immediate shipment.
Write for descriptive folder and prices to
cover any quantity you may need from one
roll to carlot shipments.

E. A. FARLEY
P. O. Box 946 3333 Gentilly Blvd.
Columbus, Miss. New Orleans, La.

REDWOOD FLATS, K. D.

Finest stock obtainable. Guaranteed all
clear heart. Size 20x15x3 ins. inside measure,
\$42.00 per 100.

1x1-in. Cypress stakes, pointed.
50 pcs. to bundle, 4 ft., \$3.50 per bd.
50 pcs. to bundle, 5 ft., \$4.50 per bd.
50 pcs. to bundle, 6 ft., \$5.50 per bd.
Ship same day. Cash with order, please.

YOHO & HOOKER, Youngstown 2, Ohio

MINNESOTA WHITE CEDAR FLATS.

12x16x2 1/2..... \$20.25 per 100
14x20x2 1/2..... 24.00 per 100
14x20x3 1/2..... 27.00 per 100
Other sizes quoted on request. Also crating
and other lumber. Aspen and Pine. F.O.B.
Cook, Minn. Please attach check.

H. C. HILL & SONS, Cook, Minn.

WISCONSIN'S QUALITY SPHAGNUM**MOSS**

Clean, long-fibered, solidly packed in bur-
rapped or wired bales of standard size,
direct from drying beds. None better.
Trucked when feasible.

WARRENS MOSS CO., Box 7, Warrens, Wis.

PRINTING—Letterheads, Billheads, State-
ments, Cards, Envelopes, Tags, Blotters,
Folders, Samples sent.

J. GARLAND HILL, Dept. A, Seaford, Del.

PAY LESS FOR WOOD LABELS. High
quality, fully guaranteed. Write for prices and
samples. ANTHONY & CO., Escanaba, Mich.

**THIRD CALIFORNIA
REFRESHER COURSE.**

[Concluded from page 41.]

and released at the proper time on
a profitably controlled course. There
have been too many businessmen, he
said, who once content with the cap-
tivity of an idea, have released it too
soon and seen their investment van-
ish. Some ideas fail to produce as
they are not thought through far
enough. Some misfire because fun-
damentals are misconstrued. An idea
is salable if it can convince potential
customers that what you have, either
product or service, is legitimately and
desirably different than what they
can find elsewhere.

Nursery Machinery.

The final talk of the short course
was on "Nursery Machinery and
Maintenance Problems," by James F.
Merson, department of agricultural
engineering and mechanics, Califor-
nia State Polytechnic College. Give
thought to proper size, type, make
and operating characteristics to fit
your own needs in selecting any
piece of equipment. Investigate war-
ranty and availability of parts and
service. Have equipment installed
by a competent person. Operate
machinery according to instructions.
Delegate the responsibility for serv-
icing and repair to one person. Prac-
tice preventive maintenance. Work
for standardization of nursery equip-
ment.

Customer's Viewpoint.

To terminate the course a panel
discussion was held on "The Cust-
omer's Viewpoint of the Nursery
Business." Dr. L. Robert Maurer,
of the psychology department, took
the role of the average customer.
Answering his questions were Gor-
don Courtwright, Berkeley; Milton
Sessions, La Jolla; Richard Oki,
Sacramento; Loring Bigelow, Tor-
rance, and Herman Sandkuhle, Oak-
land. After twenty-five minutes of
parrying questions, Dr. Maurer sum-
marized his opinion of the nursery
business in three minutes.

TWO California firms, Castro &
Fisher, Burbank, and Moulder Bros.,
Glendale, were awarded contracts
for landscaping ten southern Cali-
fornia armories.

FILLING the newly created post
of merchandising manager for Cap-
ital Nursery Co., Sacramento, Calif.,
is Richard Botteri, who has been the
firm's nursery superintendent for the
past three years.

Tree Maintenance

By Noel Wysong

WHITE ROOT ROT.

White root rot, caused by the fungus *Corticium galactinum*, can be eradicated by treating infested soil areas with chloropicrin, Dr. J. S. Cooley, pathologist with the United States Department of Agriculture bureau of plant industry, Beltsville, Md., reports in a recent issue of *Phytopathology*. The work described by Dr. Cooley was begun in 1941 in an infected area at Silver Spring, Md. Affected plants included blue wild indigo, common pearlbusch, iris, winter jasmine, peony, flowering almond, double-flowering plum, Thunberg spiraea and fragrant viburnum (*V. carlesii*). All plants were removed from the infested zone and for several feet beyond the point where diseased roots were found. Chloropicrin was injected into the soil at staggered one-foot intervals at the rate of two milliliters (about 0.03 fluid ounces) per injection. The soil was then wetted down and covered with water-impervious paper with the edges buried to retard the escape of the gas.

Plantings of known susceptible species were made the following spring, and again five years later. Subsequent inspections revealed no evidence of recurrence of the disease.

Knowledge of white root rot is of some importance to arborists since the disease apparently attacks a considerable number of ornamental species, as well as apple trees and small fruits. The disease commonly starts at or near the root collar and may girdle the stem. It progresses along the roots, covering them with a dense white growth of mycelium, causing death and a white rot of the tissues.

N. W.

WHAT'S NEW?"

From the Connecticut agricultural experiment station comes word of experiments involving the use of a wasp-secreted venom to combat other insects. A single drop of the wasp venom has been proved potent enough to kill a great number of the caterpillars of certain species of moths that are highly resistant to ordinary insecticides. Studies are being conducted to learn more of the manner in which the venom acts on the caterpillars, with the hope of eventually producing a synthetic poison of similar lethal effect.

On two different occasions during the past several months it has been called to our attention that an operator of spray equipment was attempting to obtain contracts to spray oak trees to prevent or control oak wilt disease. No tree owner should give such proposals serious consideration.

As it is not known whether this fungus-caused disease is carried by birds, rodents, insects or other means, it is obvious that the application of any spray material for control purposes would be an absolute gamble, with the odds heavily in favor of failure. It is equally obvious that this spray equipment operator had no concern for the trees he proposed to treat or for the people who own the oaks. His only objective was that of making some easy money for himself.

Removal of infected oaks and trenching deeply to sever all roots radiating from the diseased tree in order to minimize the possibility of transmittal of the fungus to nearby oaks through natural root grafts constitute the only possible control measures that can be suggested at present. These measures have not been tested over a sufficiently long period of time to assure that they will, in every case, prevent spread of the disease. Competent plant scien-

AMERICAN NURSERYMAN

tists are endeavoring to discover means by which oak wilt can be controlled; when they succeed it will be reported in this column and in other horticultural publications. N. W.

WHERE IGNORANCE ISN'T BLISS.

Although insects constitute one of the oldest and most numerous forms of life on earth, to most people they are as much of a mystery as Einstein's theory of relativity or the forces that were combined to produce the atomic bomb. Of course, nobody could be expected to know all of the half-million or more different kinds of insects that have been identified and described since the days of Linnaeus, but it does seem that through association nearly everybody would become somewhat acquainted with the common insects that feed, year after year, on neighborhood trees and shrubs.

Knowledge of tree insects is particularly important to those who work in arboriculture. Any arborist is likely to make a mistake occasionally in insect identification, but some "identifications," undoubtedly made by newcomers in the tree business,

E-Z-GARDS

beauty for the garden

PROTECTS EVERGREENS,
SHRUBS, FLOWERS, LAWNS

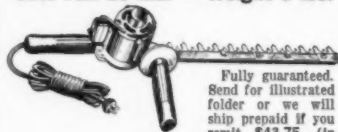
self-supporting
available in colors
and galvanized



WRITE US TODAY FOR ILLUSTRATED
FOLDER AND DEALERS' PRICES!
BROADWAY MACHINE & MFG. CO.
DEPT. A. SHELBYVILLE, INDIANA

The NEW ELECTRIC No. 16 HEDGE TRIMMER

Cuts Full 16 ins. — Weight 5 lbs.



Fully guaranteed.
Send for illustrated
folder or we will
ship prepaid if you
remit \$43.75 (in
U. S. A. only).

BARTLETT MFG. CO.

3050 E. Grand Blvd. DETROIT 2, MICH.
Makers of COMPOUND LEVER TREE TRIMMERS

LABELS FOR NURSERYMEN

THE
BENJAMIN CHASE
COMPANY
DERRY, N. H.

BURLAST

BALL SAVER
ENDS RE-BURLAPPING

HILL'S NURSERY

P. O. Box 43 VICTORIA, TEXAS

ROTO-HOE

the NEW Laborsaver for NURSEYMEN



- ✓Cultivates BETWEEN Nursery Rows (16 ins., over-all width)
- ✓Prepares Seedbeds
- ✓Pulverizes Compost Heaps
- ✓Mixes Fertilizer with Soil
- ✓Can Be Used on Greenhouse Benches
- ✓Sturdily Built and Precision Manufactured
- ✓Low Price—Retail at \$134.00.

Powered by dependable, powerful 2-H.P. engine. Simple belt and enclosed roller chain transmission. All wearing parts extremely low in cost, if replacements required. Acclaimed everywhere demonstrated as 1951's "BEST BUY" in the tillage field.

The new 12-inch rotary cutter attachment was designed to mulch weeds in nursery rows. This cutter mulches any size weeds and can easily cut cornstalks off close to the ground. This 12-inch mulcher is only \$24.00 extra.

Nationally advertised and distributed—some attractive dealer franchises open.

Write us for complete details.

ROTO-HOE AND SPRAYER CO.

Dept. 25

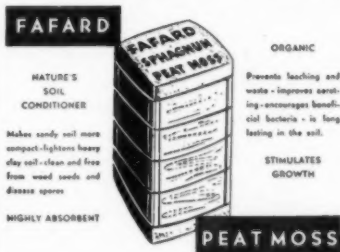
NOVELTY, OHIO

are ludicrous. For example, a caller walked into our office last summer carrying some leaves swarming with aphids and asked what he could do "to control these army worms." When questioned concerning his reason for so naming the aphids, he said, "That's what a 'tree man' told me they were." If this "tree man" was so far wrong in his identification of the insect, certainly he could not prescribe correct treatment for control. Such mistakes are strong arguments for arborists' licensing laws.

An arborist need not be an expert entomologist in order to be able to answer correctly most of the questions he will be asked concerning insects. When insects group together in great numbers, as occurs during the fall migration of box-elder bugs or when droves of ladybird beetles settle on window casements seeking winter quarters, the curiosity of people is always aroused and they ask questions. Such insects are easily learned, for they are spectacular in nature and usually annual in occurrence. Except in such instances, few people notice insects unless they are causing plainly visible damage to their trees or shrubs.

In each community, whether it be located in Maine or Florida, Montana or California, there are always

PROMPT CARLOAD SHIPMENTS FAFARD SPHAGNUM PEAT MOSS



Direct from our bog to you.

- Bales
 - Half Bales
 - Bags
 - Boxes
- Horticultural Peat-Humus

Samples furnished on request

CONRAD FAFARD, Inc.
Box 774, Springfield, Mass.

Since 1840 TWINE and CORDAGE

For all nursery requirements.

GEO. B. CARPENTER & CO.
430 - 440 N. Wells St.
Chicago 54, Illinois

Use for PROFIT - Sell for PROFIT



Best • Most Economical for LAWNS • TREES • EVERGREENS
FREE SAMPLE and MONEY-MAKING PLAN.
12950 PARNELL AVE.
PLANT MARVEL LAB. Dept. AN-9, CHICAGO 28, ILL.

"RAIN MAKER" SPRINKLER

The 1951 model has a most wonderful power plant and is constructed of quality rustproof material of the most simple design. Built for a lifetime of service and guaranteed for one year against imperfections in workmanship and material defects. The "Rain Maker" distributes a fan-shaped oscillating spray of water over an area of from 50 to 60 feet on ordinary water pressure. See your local hardware dealer. If he does not carry it, write:



\$19.50 F.O.B.

M. F. ENGINEERING
Blue Island, Illinois

PLATE BOOKS for Nursery Salesmen.

Made for personal use.
Send for catalog.

B. F. CONIGISKY
202 Main St. PEORIA 2, ILL.

Scott's UNIQUE DRY COMPOUND Kills Crabgrass



Second successful year coming up for this exclusive product of Scott's Lawn Research. SCUTL defeated Crabgrass on thousands of lawns last year.

NO MIXING—no fussing with sprayer. Apply as it comes from the box.

EASY TO USE from handy shaker box or with a spreader.

SAFE, in recommended usage will not harm lawn grasses, persons or birds.

Stop Crabgrass before it ruins your lawn. At your dealer's or write Scott's, Marysville, Ohio. Cost is nominal. Box—\$.79 and \$1.95 Bag—\$.85



Price:
\$1.25 each

Build Your Own Irrigation System

Using the nozzle that gives adequate irrigation on low operating cost. Covers 40-foot circle on 15 lbs. pressure. Complete even coverage improves yields and quality of crops. Plan and instructions sent upon request.

ITTNER BROS.
Box 2514 Minneapolis, Minn.

"BRODLEAF" Holland Peat Moss

HALF MOON MFG. & TRADING CO., INC.
90 West Street, NEW YORK 6, N. Y.

NEW McLEAN GARDEN TRACTORS

For
• Sickle Bar Mowing • Lawn Mowing
• Plowing - Tilling
\$127.00

UNIVERSAL MANUFACTURING CO.
324 W. 10th St. INDIANAPOLIS 2, IND.

a few insects, and seldom more than a few, that are indigenous to that locality, either by accident or by reason of climatic factors, which are seriously injurious to trees. These, at least, should be learned by the arborist who is practicing in that community, and learned well. For his business success will be determined by the answers he gives to questions concerning these insects and by his competence in applying control measures.

Thorough knowledge of the life history of any given species of insect is necessary to the arborist who wants to attain the best results from applied controls. In the life cycle of all insects there is a period, usually of short duration, when they are most vulnerable to insecticidal materials or other means of control. Most of the approved methods of control are based on this fact; the same type of control applied during a different period in the life of the insect might be totally unsuccessful.

There are many sources of information on insects available to the arborist. At the state agricultural experiment stations, at the state universities and at many of the privately endowed colleges there are competent entomologists who may be consulted. Many large industrial organizations, whose operations even remotely involve insects, employ entomologists, who generally are very cooperative. There are many well written and well illustrated books on entomology that can be purchased at reasonable cost. There are innumerable pamphlets and bulletins printed by the federal government that can be obtained, often without charge, by writing to the Superintendent of Documents at Washington, D. C. Similar publications may be obtained from various state agencies.

Surely, with such an abundance of information on insects available, there is no excuse for arborists to be ignorant of the tree pests common in their respective communities. When a "tree man" knows so little about his work that he makes such mistakes as the aphid-army worm identification, he should either get out of the tree business or start studying.
N. W.

IN APRIL John G. Eddy and Mrs. Luella M. Eddy, owners of Garden Service, a landscaping business located at Paradise, Lancaster county, Pa., opened Plant Market at Paradise, which is being operated by Mrs. Eddy. They plan to open a garden shop and plant market at Coatesville, Pa., in the autumn.

TWINE ROPE WIRE TIES TWIST-EMS

One of the World's Largest
Stocks of Twines and Rope

J. E. Fricke co.

40 N. Front St., Philadelphia 6, Pa.
MILLS: HULMEVILLE, PA.

WOOD LABELS

For Nurserymen

**DAYTON
FRUIT TREE LABEL
CO.**

Ray and Kiser Sts. DAYTON, O.

CAMELLIAS ILLUSTRATED

Edited by Morris L. Sharp.

Tells how to care for camellias in all parts of the country. Covers soil, planting, drainage, insects and diseases, food and water supply. Variety descriptions and pronunciation guide of names. 156 bloom illustrations, 49 in full natural color. Varieties listed according to color and blooming season. 160 pages. (1948).

Postpaid, \$5.00.

AMERICAN NURSERYMAN

343 S. Dearborn St. Chicago 4, Ill.

A. M. & SON LEONARD

PIQUA, OHIO

Knives - Shears - Pruning Tools
Nursery Spades - Grafting Supplies
WRITE FOR CATALOG



You TALK Spraying... Why Not SELL SPRAYERS?

IT'S A REAL MONEY-MAKING SIDE LINE

It has always made sense to talk Spraying to your customers . . . now it's time to join those who have found that it makes "dollars and cents" to SELL SPRAYERS.* After each planting order is completed, your planting crews can make an Extra-Profit Sale when talking plant care by using and demonstrating the Deluxe KEN*SPRAYALL.

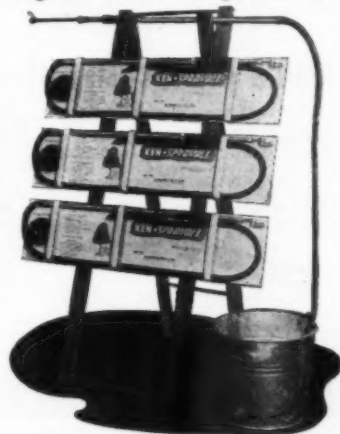
Home market customer acceptance has proven the Deluxe KEN*SPRAYALL to be the new leader in hand sprayers: Handles all spray solutions—swivel nozzle—finger-tip adjustment from fog-mist to full stream—built-in extension—points any direction—will withstand years of rough treatment, with simple care will last a lifetime. A child can

operate it. Made of Brass and Neoprene tubing—no loose parts to lose; no tank to rust or replace.

WRITE TODAY for Special Nurserymen's Deal

SPRAYERS & NOZZLES, Inc.
ST. PETERSBURG FLORIDA

*Selling KEN*SPRAYALLS means more insecticide sales.



For Store Sales: An attractive self-demonstration display stand, profit proven in all retail stores.

WHOLESALE REPORTS.

[Continued from page 17.]

plants nearby have taken most of the available labor in this section. Texas laborers have partially solved our immediate problem.

"It is too early for us to forecast prices and available stock for next season. Large shrubs are scarce, and there is a fair supply of evergreens. The supply of small fruits will depend much on the current season's growth. The present increased labor costs will undoubtedly result in higher prices for some items of nursery stock next season."

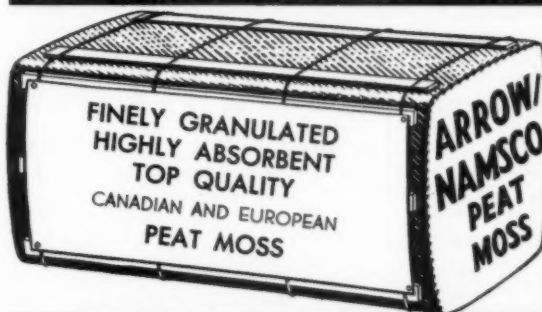
Ideal Weather in Michigan.

At the end of another successful season at Krieger's Wholesale Nursery, Bridgman, Mich., A. W. Krieger reports nursery conditions during the past spring:

"We had a tremendous amount of stock which we were not able to dig in the fall, but, enjoying favorable weather conditions, we started our spring digging in early March. In this particular area we probably have had the most ideal nursery weather anywhere in the country. It remained cool all through March and April, with rather light rainfall.

"Plantings this spring were made

ARROW/NAMSCO PEATS = SALES REPEATS



Prompt Shipment
"HOLLANDIA" BURLAP
SQUARES
REED MATS
for Coldframes
WRITE FOR PRICES
STATE REQUIREMENTS

NEW AMSTERDAM IMPORT CO. 122 CHAMBERS STREET NEW YORK 7, N. Y.

THE NEW MODEL B LINDIG SOIL SHREDDER

The World's Finest

Improved performance with

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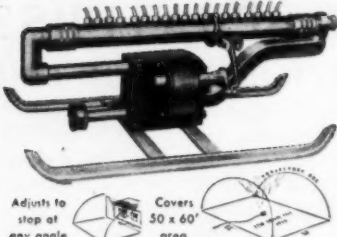
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FIELD STAKE

1 7/8 x 3/4 x 24 ins.

White Pine painted aluminum.

\$27.50 per 100

500 or more,

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under ideal conditions, but our acreage on many items has been cut, mainly because certain ones have not shown a profit over a period of years. We foresee no increase in acreage in this area, and another season should again find us short on many items.

"Business dropped off sharply after the first of May. We have no explanation for it, although we could not have asked for a better sellout than we had on the material we had to offer this season. Whether we made a profit still remains a question, because operating costs were high and selling prices low. Labor was short at the beginning of the season but more plentiful at the end, although wages have again increased another ten to fifteen per cent."

Orders Came Early.

Excessive rainfall over a large area in Michigan hindered digging and planting operations at Newport Nursery Co., Newport, this spring. Consequently the nursery only partially meet the demand for stock, and plantings were late, according to owner Henry Kleine, who writes:

"Further reduced by last winter's ravages, the supply of stock is small, and the demand tremendous. No doubt the great demand for stock will cause further expansion of the industry and, coupled with continued inflation, force prices higher. What influence the political and economic future, especially higher taxes, will have is difficult to predict."

"We have a larger supply of lining-out stock than last year and already have received several sizable orders for delivery next fall. We did not have orders in other years at this early date."

Sales Double Estimate.

At Matthews' Nursery, Harbor Springs, Mich., sales to the middle of May were already more than twice what had been estimated in January for the season. E. C. Matthews reports that the great difference was partly because the estimate was conservative and partly because of a surprising response to advertising. Deviating from the usual summary of weather, labor and shipping conditions, he writes mainly about stock:

"Our facilities, including soil, permit the growing of only small trees below balling sizes."

"The greatest demand is for the largest sizes in the bare-root grades, which, without exception, sell first. That may be because we do not

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KITZINGEN, GERMANY

get a proportionately higher price for the larger sizes. Our biggest-selling item is 2-year-old Scotch pine seedlings, for which the demand has always been two or three times what we have had for sale.

"Throughout the spring season we have found credit to be good. We have shipped freely on open account with little credit investigation, and resulting losses have been negligible."

Best in Fifteen Years.

A lot of hard work resulted in the largest volume of business in the past fifteen years for Pontiac Nursery Co., Romeo, Mich., according to B. J. Manahan, president, who writes:

"The late start that we got this spring together with the rain and warm weather which we have had lately has caused us to be way behind in our work.

"Stock is pretty well out in leaf (May 24) and we are still digging and moving stock trying to complete the orders which we have on hand. The next fifteen days should enable us to clean up the jobs which are ready to deliver this season. I think another thirty days will enable us to determine just how rough the season has been on us. It looks as if we were going to have some unfinished business which we may be able to carry over until fall.

"Business has been good, but labor has been scarce and higher-priced, and other expenses have advanced to the point where it does not look as if it is going to mean much for the profit side of the ledger.

"Fall business looks good, but the outlook for good nursery stock in this area is not too good. Winter damage at the nursery was heavy, and, although some plants will outgrow it, there is going to be a shortage of some items for next fall and spring business."

Headache in Pennsylvania.

Charles W. Hetz, of Fairview Evergreen Nurseries, Fairview, Pa., writes that, from a mental standpoint, the continuous pressure of unfilled orders and unfinished work has been a headache throughout the season. He continues as follows:

"From a financial standpoint, however, business has been good. We had a heavy crop of yews to harvest, which brought a considerable profit. Labor has been scarce. New help stayed on but a short time and was more or less undependable.

"We were handicapped at the beginning of the spring because we had gone into the winter without putting the usual amount of stock into stor-

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Premier offers the widest assortment of peat moss bales. And every bale is tightly packed—neat and compact—a big buy in the best peat moss.



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Pep-up your soil and your sales, by using and selling

PREMIER CANADIAN PEAT MOSS

The best in peat moss packaging, with an assortment of bales, bags and cartons for every customer's needs, or

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The pure sphagnum peat moss. The best value and the best packaging from world-wide resources—available at your nearest port.

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Ask about our "Pack in the Profits" Plan

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Salem 30-in. FERTILIZER SPREADER

A Larger Model for
A Quicker Job



Retail price, \$17.50

Dealer's price, \$12.25

- Steel construction with reinforced hopper.
- 30-in. spreading width.
- 80-lb. hopper capacity.

All models are equipped with patented, automatic shut-off feed control—Just lift the handle and the flow of fertilizer stops.

Write for information on other models.

The SALEM TOOL CO., Salem, Ohio

the New "O-K" MOWER

CUTS . . . LAWNS, WEEDS,
OR BRUSH

You will enjoy the effortless action of this powerful, self-propelled, LOW PRICED machine. Available, also, without power drive. Attachments include Circular Saw, Generator and Snow Plow

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for
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CIRCULAR
and
DEMON-
STRATION
TODAY!



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age. It did not freeze here until late in November, but after November 25 we had snow continuously. Spring opened up in March and we were able to do most of the work we had left in the fall. Then April turned wet and cold, and so much time was lost that we never were able to catch up. May 21 still found us with many unfilled orders and 175,000 evergreen liners to go into the field."

Finished Stock Needed.

From Philadelphia comes this report by Charles B. Staton, owner of Possum Hollow Nurseries, who briefly notes the long-delayed season and heavy early rains, but emphasizes the shortages of stock:

"Many good items of lining-out stock have been in heavy demand throughout the entire country this spring, with considerable pioneering of new items in many heretofore questionable planting localities. The continuing strong demand for good finished stock is responsible for increased growing by smaller nurseries and part-time growers. Even so, it is becoming imperative for the landscape contractor to produce into finished grade some of the good items badly needed now, but almost impossible to obtain."

Still Shipping in Jersey.

One of the party of twelve who plan to go by boat to the A. A. N. convention, C. W. M. Hess hopes to rest on the trip to New Orleans after a late and busy season at Hess' Nurseries, Mountain View, N. J. He writes:

"Our shipping season will not be finished until about June 10. The bulk of our grafts are not shipped until after May 15, when the danger of late frosts has passed. We lost about two weeks this spring, just when we started our shipping of seedlings and bedded stock, because of flood conditions. It was impossible to get in the field. Other than this, weather has been fairly favorable, and for once we have not had an express or railroad strike during the shipping period.

"The demand has been heavier than normal and we have had to turn down many late orders. Labor conditions are bad because we are in a critical location.

"Stock has been very scarce because of the large demand for plants for landscaping new homes, and we look for no improvement for some time. While we are increasing our output, we have been unable to supply the demand for our lining-out stock.

Saves hours of digging time . . . costly labor **NOW!**

Plant heavier, wider trees and shrubbery with the **EXTRA-WIDE, 18 to 24-in. diameter ROPER Digger**



ROPER'S
PATENTED
EXCLUSIVE
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3-inch Roller Bearing at
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This rugged, durable Roper Digger works perfectly in shale, stony clay, sandstone, any tough soil. Easily installed by one man in 5 minutes; fits any jeep or tractor. Cuts planting and transplanting time way down.

NO SWING OR SWAY . . . Stays rigid while digging . . . digs straight or at any angle, adjustable for hillside digging.

NO WOBBLING or breaking . . . Safety shear pin is at universal and is easily replaced in field. Three models to choose from that dig up to 42-in. holes; from 8 to 24 ins. in diameter.

Write for free information and name of nearest dealer. **FULL YEAR GUARANTEE** on all parts and workmanship . . .

**DISTRIBUTOR AND DEALER INQUIRIES INVITED.
WRITE TODAY FOR INFORMATION.**

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ROTOTILLER OWNERS

With the
AUTOMATIC DRIVES
Installed

on your Rototiller, the operator is able to make a turn at either end of a row very easily with ONE hand, as one or the other wheel **FREES AUTOMATICALLY** when turn is started, and when turn is completed that wheel locks into **POSITIVE** forward driving position and both wheels drive forward until another turn is started. The "Hard-to-Stop" Model B1-6 can be stopped on "The Spot" when equipped with Drives. Rototillers equipped with reverse units will turn under their own power by pulling the reverse lever into reverse position. Transmission oil leaks can be permanently stopped with our special oil seals if installed in connection with Automatic Drives. For descriptive literature see your local Rototiller dealer or write direct to

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P. O. Box 555 SAGINAW, MICH.

larger supply during the coming season.

One-third Increase in Sales.

From Koster Nursery, Bridgeton, N. J., James S. Wells, manager, writes:

"Business has been good indeed this spring. Generally speaking, I think we have been able to ship out better stock, and we have shipped it on time. The result has been an increase in business of about one-third over last year.

"The demand still continues for all types of nursery stock which we are growing. We can see no sign of any slackening of requests for larger material, and, in the absence of this, retailers are carrying the smaller grades which we have to offer. We

METAL LABEL MARKERS

Immediate Delivery

Steel wire stakes with galvanized or green enamel finish—Aluminum and Galvanized Labels.

Also other Ideal Garden Gadgets.

**SEND FOR
DESCRIPTIVE FOLDERS
TODAY**



LANSING SPECIALTIES MFG. CO.
LANSING 12, MICH.

have extended our operations to other parts of the country this spring.

"The only problem we foresee is that of labor. There is no doubt that, in order to compete with the many heavy industries which are coming into our area, we shall have to pay much higher wages. This is inevitably going to cause a rise in the price of nursery stock.

"We are commencing a slow transition from our present plantings to a policy of semispecialization. We hope to specialize in rhododendrons and azaleas."

Similar to Previous Year.

The season in general, and weather conditions in particular, were almost a duplication of the spring of



YOU HAVE MORE TO SELL THAN PLANTS ALONE WHEN YOU USE CLOVERSET* POTS!

Healthy stock growing in Cloverset pots is **EASIER TO SELL**—because plants in Cloverset pots make more attractive displays, are easier for the customer to carry home, can be transplanted any time with the greatest of ease and are **SURE TO**

GROW. What's more, Cloverset helps you to advertise and merchandise your stock when you use Cloverset pots. Investigate this modern way of building a better nursery business; fill out and mail the coupon today!

PRICE LIST AND SPECIFICATIONS

TYPE	Height	Top Diam.	Nearest Clay Pot	Approx. Weight	PRICE		
SPECIAL LIGHT (Packed 200 in carton)					Per 200	Per 200	Per 1000
No. 0	5 1/2 ins.	5 ins.	6 ins.	25 lbs.	\$5.50	\$5.50	\$25.00
No. 1	6 1/2 ins.	6 ins.	7 ins.	37 lbs.	7.50	7.50	35.00
No. 2	9 1/2 ins.	7 ins.	8 ins.	50 lbs.	8.50	8.50	40.00
STANDARD HEAVY (Packed 100 in carton; 300 or more at 1000 price)					Per 100	Per 100	Per 1000
No. 0	5 1/2 ins.	5 ins.	6 ins.	35 lbs.	\$3.25	\$3.25	\$30.00
No. 1	6 1/2 ins.	6 ins.	7 ins.	52 lbs.	4.50	4.50	42.50
No. 2	9 1/2 ins.	7 ins.	8 ins.	78 lbs.	5.00	5.00	47.50
No. 3	9 1/2 ins.	8 ins.	9 ins.	88 lbs.	5.50	5.50	52.50
EXTRA HEAVY (Packed 25 in carton)					Per 100	Per 25	Per 50
No. 4	13 ins.	12 ins.		200 lbs.	\$7.00	\$13.25	\$19.75
					\$23.75		\$210.00



*Patent Number 2073695

THIS EXCLUSIVE FEATURE insures healthy, growing plants. The bottom tabs on all Cloverset Pots seal in place after first watering, leaving correct opening for proper drainage.

Sizes for:

ROSES
ROSE TREES
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PERENNIALS
EVERGREENS
SMALL TREES

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Please send me items checked. I enclose _____ c.

☐ SAMPLE SET, all 8 sizes and weights, 50c.

☐ FREE BOOK, "Sell Plants in Cloverset Pots for Profit."

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FIRM _____

ADDRESS _____

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ZONE _____

STATE _____

1950 at Westminster Nurseries, Westminster, Md., according to C. Willard Stoner, manager of the wholesale department. He sums up as follows:

"Wet weather in March and April delayed digging operations and put our schedule for orders from a week to two weeks behind promised dates. Partly, of course, the delay was due to a shortage of labor. The labor situation is acute in this area, especially in the nursery and agricultural fields because industry has attracted most of the available men with shorter hours and higher salaries.

"Finished stock of all kinds has become exhausted. We are hoping, however, providing we have a good growing season, to offer a fair supply for fall. We can foresee, for the next two years at least, a shortage of plant material. We also believe that prices on many items will be advanced moderately during the coming fall and spring seasons.

"We have continued a steady program of propagation and have increased slightly on a few items in an endeavor to keep our nurseries well stocked. In view of the present labor situation, however, we do not plan to acquire more land. At the present time we find it difficult to

ALUMINUM GREENHOUSES

Most modern design—greatest structural strength.
Minimum obstructions—maximum growing space.

Minimum foundations—maximum sunlight.

Designed and prefabricated in England. **TEN-YEAR WARRANTY!**

Many styles and sizes—extendable for future needs.

NO ROT! NO RUST! NO PAINT!

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Clifton, Marblehead, Mass.



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Patented Screens hold material against grinding cylinder until properly reduced. This is necessary for a perfect product. Two Hoppers: Upper hopper for materials to be ground. Lower hopper for loading only, or for turning the pile without grinding.

Our literature shows various models, all of which are perfect Compost or soil Builders. Ask for it; no obligation.

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Will stay on plant due to special notched shoulder design. Easy to write on. Easy to put on. Special wet-strength paper.

Write for samples and prices.

STA-PUT PLANT LABEL CO.

BETHEL, CONN

care properly for the stock we already have in the field."

Good Sale for Garden Roots.

Enjoying cool weather throughout the spring, Buntings' Nurseries, Inc., Selbyville, Del., was busy shipping late into May and had a satisfactory business season, according to Harold J. Timmons, who writes:

"The demand this spring has been exceptionally good for almost all ornamentals. We sold out of asparagus, horse-radish and rhubarb before the season was over, having had an unprecedented demand for these garden roots. Small fruits and fruit trees have moved fairly well except that the demand by commercial orchardists for peach and apple trees has been a bit sluggish.

"We have had good weather for planting this spring, and our stock is starting off well. We expect to have about a normal crop for delivery next year and are quite optimistic so far as future business is concerned."

Hectic in New York.

Reporting for Jackson & Perkins Co., Newark, N. Y., Charles H. Perkins says that this has been a hectic season:

"On the whole we have had a very good season. The demand for almost everything except fruit trees has been exceptionally good, and we have little or nothing left. Roses, evergreens, shrubs and shade trees have all sold well. We find the demand for patented roses an increasing factor in our business. The prices on them are stable and people seem to be especially interested in newer and better plants.

"Next season there will probably be another shortage of roses, evergreens and shade trees. I can see no diminution of business providing the economy of the country remains fairly stable."

Good Catalog Business.

Still busy with spring shipping in May, John W. Kelly, of Kelly Bros. Nurseries, Inc., Dansville, N. Y., was able to send but this short report on the catalog business:

"Generally speaking, here in the east the mail-order business was good, and we expect to be shipping for another couple of weeks. We have not done much planting, for it was too wet earlier and we do not have the time now. Like most nurserymen, we have been a little short of good help."

Labor Slows Shipping.

At Maloney Bros. Nursery Co., Dansville, N. Y., the demand has

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In HORTICULTURAL and POULTRY Grades

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ONLY \$25.50

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IT'S "ANTHONY" WOOD LABELS

for LOW COST — for QUALITY

ANTHONY & CO. ESCANABA, MICH.

been heavy for shrubs and ornamentals and light for fruit trees, according to Howard Maloney, vice-president, who states as follows:

"It has been a peculiar spring in the Dansville area, cold until the first of May and then extremely warm. As is usual, we started shipping early, but it was difficult to hire enough field and packing house help.

"I have been so busy this spring that I have not gone out to see what the stock situation will be for next year. As far as Dansville is concerned, I think there will be less stock than this year. Our own plans are for putting in less fruit trees than in the past. Prices surely should not be any lower than this last year and they probably should be higher, to meet rising costs."

Sold Out in Connecticut.

With the exception of pear and plum trees and a few varieties of

shrubs, little surplus stock is left after spring sales at C. R. Burr & Co., Manchester, Conn., according to Charles S. Burr, president. He reports on the supply and demand in the east as follows:

"The short crop of roses lessened our supply of stock, but, fortunately, we had a good crop of shrubs and multiflora roses which helped balance the rose shortage. Of course, the demand was especially strong in ornamentals, particularly so in the case of such short items as shade trees and evergreens. We were, however, quite surprised to see that apple trees sold as well as they did.

"We had no great difficulty in shipping, but we did have difficulty, and anticipate more, in obtaining shipping supplies for another year. The help situation is getting tighter and more requiring monthly. Our planting plans of the past two or three years leveled off so that we

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Wash over 1000 pots per hour with **PRESTO FLOWER POT WASHER**

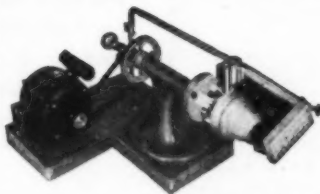
IMPROVED FOR ADDED EFFICIENCY

Removes all dirt, roots and debris, inside and out, in one easy operation. Has leakproof ball bearings, automatic alignment of brushes, valve-regulated water supply.

**SAVE MAN-HOURS—CLEAN FLOWER POTS
THE PRESTO WAY—THE PROFIT WAY.**

Write for circular and price list.

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Presto is used by leading nurseries such as—

M. A. Luthi Greenhouse, Denver, Colo.

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Shell Motor Oil Corp., San Francisco, Calif.

Towson Nurseries, Inc., Towson, Maryland

will continue without expansion or retrenchment unless the labor situation is still worse.

Swamped with Business.

With the continuing shortage of evergreens, Gardner's Nurseries, Rocky Hill, Conn., found it difficult to meet the demand. R. H. Gardner describes his firm's record business:

"Our business is up considerably, over 100 per cent, and we are turning down a great many orders until fall, when we will have more stock.

"This spring our labor costs were up twenty per cent and the price of burlap has increased about 100 per cent. When digging labor and burlap reach a peak of \$1,500 a day for three months, it is time to review price lists. We hope, however, to con-

"We were fortunate this spring in being able to hire young men who came in from the north looking for factory work and did not find it because they were not skilled workers. Now, however, factories are advertising for any kind of labor and they are leaving."

Smaller Plantings.

Though evergreens are in short supply, smaller plantings were made this spring by Leghorn's Evergreen Nurseries, Cromwell, Conn., because not enough labor was available to put in more stock before hot weather arrived. After the closing of the firm's shipping season May 25, John J. Leghorn reports on business thus:

"We started digging March 12, the earliest start for a number of years, and had ideal conditions until almost the end of the season. All stock grew through the winter with no damage whatsoever.

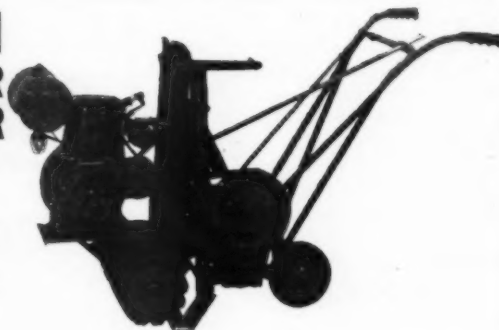
"Labor conditions in this section are trying, but, by working longer hours and by using all of the part-time help we could assemble, we were able to complete all our orders. Our sales are at an all-time high.

"Fortunately we are in a position

RYAN POWER SOD CUTTER

**IS A LABOR-
SAVING TOOL
IN MANY FIELDS**

**ONE MAN CUTS
600 SQ. YDS.
OF SOD PER HR.**



Built to stand up under day-in-and-day-out service, the Ryan will save you time and money, whether in your sodding operations, in landscaping, or as a cultivator in row-planted nursery stock.

Write for folder.

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Reduce your transplanting losses with PLANTCOTE!

Plantcote stops transplanting losses by forming a thin, transparent, glossy coating over plant surfaces and sealing in the moisture.

- Economical—Plantcote liquid plastic is concentrated; just add water.
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- Doubles life of gardenias, ferns, etc.—prevents drying during shipment.

Enthusiastically accepted by nurserymen, landscape men, florists and home gardeners, Plantcote is available in single gallons and sizes up to 55-gal. drums. Write today for complete details.

NEWTON CHEMICAL & SUPPLY CO.

BRIDGEVILLE, DELAWARE

to furnish some of the larger landscape material that is in such great demand today. Every indication points to a tremendous shortage for the next few years on good heavy material."

Weather Favors Shipping.

With the exception of a short dry period in May, there has been a fair amount of rainfall in Connecticut, according to E. D. Robinson, sales agent at Wallingford, who writes:

"The weather was such that we were able to start shipments early for our region. Sales volume has been good, and the demand has exceeded the supply in many items. Our shippers have done a fine job of sending out orders although greatly handicapped by a shortage of labor.

"We shall have a good supply of material to offer for shipment during the coming fall and next spring. The labor shortage may be even more critical in 1952, however, and orders for spring, 1952, should be placed early so that the buyer may receive his material as early in the season as is possible."

Optimistic Outlook.

After selling down to the last evergreen at Vanderbrook Nurseries, Manchester, Conn., Louis C. Vanderbrook began plans to increase his plantings fifty per cent over last year. He writes:

"We sold out completely on all deciduous shrubs in the warehouse with the exception of about one pickup truck load. The demand was so heavy for evergreens in the field that we have dug our blocks over completely. We had to stop selling some sizes because we are short of them for this season.

"The wet weather this spring made our entire schedule for the season about two weeks late. We have had sufficient labor to do our work, however, and in a few days (after May 17) will complete our plantings.

"We shall have adequate supplies of both evergreens and ornamental shrubs. With the continued upward spiral of wage demands in other lines and continued inflation, there cannot be any appreciable price reductions in wholesale offerings. We do not, however, intend to increase our prices any this year.

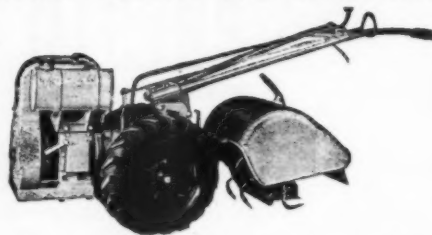
"Service by various transportation companies, especially truck lines, has been rather poor and very slow. But in spite of the minor difficulties which we encounter, I am convinced that the nursery business will continue to boom for the next two or three years."

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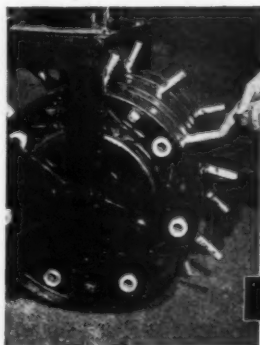
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FLORIDA CONVENTION.

[Continued from page 8.]

cil on civil defense and reported that no controls on horticulture had yet been set up.

A report of the activities of the Florida chapter of the American Association of Nurserymen and a talk on the benefits from the A. A. N. were presented by George Pringle, president of the chapter.

Mr. Halter called attention to the A. A. N.'s publication on grading standards and suggested that Florida nurserymen might find it of value. It was felt that there was a need for more specific information in this regard to apply to the more tropical types of stock grown and sold by Florida nurserymen.

Another item of business discussed was the danger of nurserymen being assessed for nursery stock as personal property. Some in the Miami area are now being so taxed. This has been fought successfully by nurserymen in several states and may need

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to have action in Florida. It was suggested that the legislative committee of the Florida State Florists' Association be appointed to work on this situation. It was mentioned that a "severance" tax was being discussed by the state legislature. The forestry industry has had considerable cause for alarm over it, because as soon as a tree was taken up from the ground, it would become liable to this tax. There was a possibility that such a tax might then also apply to

nursery stock when it was severed from the ground.

Talk on Hibiscus.

Guest speaker of the afternoon was M. R. Dickey, assistant horticulturist, Florida agricultural experiment station, Gainesville, whose subject was "Hibiscus." This tropical shrub he commended for its beauty, its ease of handling and its many ornamental uses. The hibiscus found today in Florida is the Chinese hibiscus, and there are only a limited number of species left of the original *Hibiscus rosa sinensis*, most of them being crosses of the species. The hibiscus became popular about 1930 when many new varieties started to be developed. Twenty or more years ago few were grown in Florida, but today hibiscus are grown in such numbers and there are so many varieties that there is now trouble as to nomenclature. Mr. Dickey said that there needed to be more careful evaluation of variety performance, and a new variety should not be introduced unless it is really superior. He pointed out that the American Pomological Society had voted not to register new fruits with over one name and that this ruling might well be adopted by other plant societies.

Present methods of propagating hibiscus are acceptable and are fairly well standardized, the speaker said. Ideas vary as to what is the best rootstock on which to graft and as to what varieties should be grafted on stronger rootstocks or will grow well on their own rootstocks. Hibiscus is one of those plants that will stand considerable neglect, but responds excellently to care.

All hibiscus, there being 150 or more species in the genus, are susceptible to soil root knot nematodes. The only specific information available on soil fumigants, said Mr. Dickey, is from tests on peaches, but these might apply to hibiscus. Three soil fumigants, D-D, Dowfume W-40 and chloropicrin were tested, along with a nontreated check plot. Areas nine feet in diameter were sterilized with each fumigant three weeks before the peaches were planted. Trees in the fumigated areas made better growth both early and during the entire growing season. A heavy organic mulch was put on half of the trees in each plot, and the fumigant plus the mulch proved to be the best treatment, although the mulch alone proved almost as good as the combination.

Generally speaking, hibiscus respond well to fertilization, such as NBK. It has not been proved

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whether high-nitrogen or low-nitrogen and low-potassium fertilizers are best. Chlorosis of hibiscus responds well to a manganese "shot-in-the-arm" treatment. Failure of flower buds to open or the dropping of flower buds is caused by any unhealthy condition in some varieties, such as root knot nematode infestation, wet feet or malnutrition, and in a few kinds this is merely a variety characteristic.

Hibiscus are hardy to a limited degree. Temperatures down to 27 or 28 degrees Fahrenheit for any length of time will cause injury to the wood on most varieties. In the northern part of the state this year there was considerable damage when temperatures fell to 22 degrees in late November.

The final half hour or so of the session was given over to open discussion on hibiscus, and many nurserymen offered information from the floor. On the question of what understock to use for grafting hibiscus other than Single Scarlet, Jack Holmes said that in alkaline soil, such as in the Miami area, LaFrance was not so good, and that in the area around Tampa Mary Morgan and Anderson's 159 were good along with Single Scarlet. Earle Kelley, of Ornamental Gardens, Miami, said that he had tried Fort Myers' Yellow, Single Peach and Minerva, but had found it better to concentrate on Single Scarlet and Painted Lady. Clarence King, of Flower Girl Nursery, Miami, said that Painted Lady can be produced faster and the plants on it grown faster. It was pointed out that unless a nurseryman had a glasshouse and could propagate on tip cuttings, Single Scarlet proved a little slower than some others.

Second General Session.

At the second combined session for both florists and nurserymen, Tuesday morning, Walter Adair, Jacksonville, reported for the nominating committee. The committee had wished to propose as a nominee for president, E. Tinsley Halter, from the nurserymen's group, but Mr. Halter had to decline because of ill health. Consequently those nominated for president were Charles Coffey, Jr., West Palm Beach, and James McGann. Nominated for vice-president at large were Jesse Johnson, of Seminole Nursery, Largo, and Norman Peck, of Jacksonville.

A short report was given for the greenkeepers' group by its president, Mark Mahannah. After a short report on the annual trade fair by M. J. Daetwyler, invitations were offered for next year's annual convention. They came from Fort Lau-

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derdale and Miami, and among the nurserymen inviting the convention to their city, Miami, were Alan R. Englebright, vice-president, on behalf of the Dade County Nurserymen's Association, and Calvin Kinsman. Mr. Kinsman next reported for the resolutions committee, and then Harold Turner, of Boca Raton, for the auditing committee.

During the past year or so The Florida Florist and Nurseryman has been published by Ed Menninger, Stuart, as an association organ, but Mr. Menninger is giving up this work. James Powell, Powell's Old Mill, Miami, is taking over.

Nurserymen's Session.

Last year members of the association were sent a verbatim report of the entire convention proceedings, which cost the association considerable of its funds. For this reason and because the lengthy report contained so much irrelevant material, the members voted to have the board of directors take care of editing this year's transcription and send the

members only pertinent material. Upon the recommendation of the nominating committee, on which Calvin Kinsman, Miami, served as chairman, with Leslie Whipp, Callahan, and George Taber, Jr., officers were elected.

Sweatbox Propagation.

Speaker of the afternoon was Claude Scoles, propagator for the Glen St. Mary Nurseries, Glen St. Mary. He described the sweatbox, or grafting case, method of propagation, which is not new to nurserymen, but is relatively new in Florida. This system was brought on by necessity, he said, because field propagation too often resulted in losses because of bad weather. Suffering reverses with a holly crop, Mr. Scoles propagated 2,500 holly in a sweatbox, with over ninety per cent success. His first temporary box was made of wood, a closed container with a glass overtop, which he said could be made of slats if so desired. About three or four inches of a moisture-retaining medium, such as peat, was

placed in the bottom of the box, and it was closed. Some of the 200 feet of such boxes which the nurseries now have are made of poured concrete and others of concrete block. Wood is as good as cement, he said. The cement boxes are lined with tar paper. Mr. Scoles advised using a paint, such as black asphalt or even aluminum inside the cement boxes, as otherwise the interior dries out too quickly. The sash for the cases was made locally. The boxes are twenty-two inches high at the back and sixteen inches high at the front and are set on side benches.

Using the sweatbox method of propagation proved to Mr. Scoles that some plants did better under this method. Among them are *Biota aurea nana*, *Biota conspicua* and *Biota bonita*, propagated by the side-grafting method, using rubber and no wax. Three days after the grafts are put in the bed, the sash is raised a little each day, and after seventeen days, the box can be propped open for about six inches, and a couple days later left open completely.

Discussing other items which he has propagated, he recommended using red cedar for understock on juniper, such as *Juniperus virginiana glauca* and *J. v. rubra*. Rubber does not deteriorate so fast as one sometimes thinks, so that in root grafting one should take care to take off the rubber a few weeks after the plants are out of the case in order to prevent girdling. *Cupressus glauca* is one of those plants that are hard to lift, and Mr. Scoles advised trying it on *Retinospora ericoides* and giving it plenty of moisture. He also grafted Italian cypress on *retinospora* and obtained 22-inch growth the first year. He recommended the sweatbox for softwood hibiscus cuttings and said that deeper boxes might be used for propagating mangoes and avocados.

The plants' tops should not be allowed to come in contact with the sash of the grafting case, so that the moisture that gathers there will not drown them. The case should be kept humid inside; the Florida experiment station recommends about eighty-five per cent relative humidity. Mr. Scoles said that the soil should be saturated with moisture when the grafts or cuttings are put in it and the box closed. Conifers sometimes have to be watered in ten days.

Tips from Nurserymen.

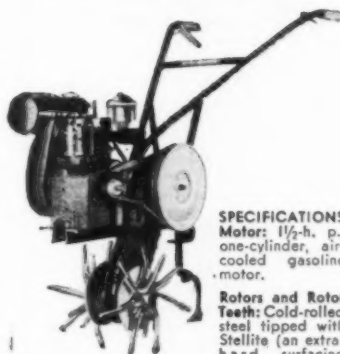
A discussion period followed, and Fuller Tresca served as moderator. In answer to the first question from the floor Mr. Scoles said that he used sand mainly for his propagating me-

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Motor: 1 1/2-h. p., one-cylinder, air-cooled gasoline motor.

Rotors and Rotor Teeth: Cold-rolled steel tipped with Stellite (an extra-hard surfacing material).

Cultivating Depth: Up to 10 inches.

Cultivating Width: With standard rotors, 12 inches; with double rotors, 24 inches. Full Power single outside reduction.

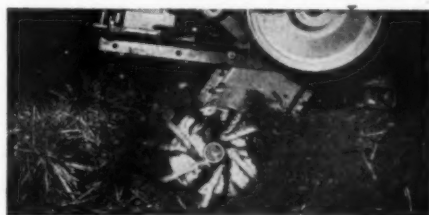
Net Weight: With standard rotors, 85 lbs.

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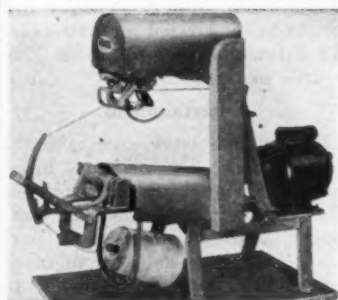


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dium, with some peat beneath, and that the more the sand had been washed the better.

James Trimble, rose grower at St. Petersburg, asked why roses are budded mainly on thornless multiflora stock now instead of on other stocks, such as Cherokee, which is used for cut roses in Florida. To answer that question Jesse Breedlove, Breedlove Nurseries, Tyler, Tex., said that the multiflora calluses better and results in a better live for salable plants in a certain time.

Another question was how to put more blooms and larger ones on hibiscus. Jack Holmes advised fertilizing lightly once a month. He said that he also mulched the hibiscus at his nursery and sprayed the canned plants once a month whether they needed it or not. He said that he put the fertilizer on the same time as the spray, putting it through a 500-gallon spray tank. He said that he had used Hy-gro, also Chlordane, Red Arrow and Parathion. He emphasized that if plants are to be sprayed they should be in good condition, and that he always watered them the day before they were sprayed.

Discussing soil fumigation, it was said that Dowfume MC-2 used continually in potting soil or beds controlled root knot nematode and ninety per cent of the weeds. Jack Holmes said that he always used sterilized soil to pot or can plants and did not hesitate to use sterilized organic material.

Entertainment.

Nurserymen were entertained at an open-house cocktail party in one suite of the hotel Sunday afternoon. That evening a sumptuous buffet supper and get-acquainted party was held in the Palm room of the hotel, with dancing following the entertainment, which was a humorous take-off in Goldilocks and the Three Bears, presented in costume by several association members.

Monday noon members of the Florists' Telegraph Delivery Association and the Telegraph Delivery Service held separate luncheons, while nurseryman members and guests of the American Association of Nurserymen held another luncheon. That evening the entire association and guests enjoyed a delicious barbecue supper at the Villa Euse lodge, at Moon lake.

The convention came to a close Tuesday evening with the annual banquet at the Hillsboro hotel. John Wight, Wight Nurseries, Cairo, Ga., vice-president of the American Association of Nurserymen, was toastmaster.

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